Board of Trade Journal

Volume 197, No. 3788 Published by Her Majesty's Stationery Office 22 October 1969

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VOLUME 197, No. 3788. PAGES 1065-1152. 22 OCTOBER 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877.

Index to Statistics 1066

Subscriptions, Advertisements, Reprints 1066

British Week takes the Viennese by storm 1069
Success in Austria: Engineering Week next June offers new opportunities 1073
'Export opportunities in Iraq' corrections 1077
BoT to concentrate on overseas trade and export promotions 1078
Consideration of mergers by the Board of Trade 1079
Acquisition of some Scottish weekly newspapers 1079
Chancellor on contribution made by invisible earnings 1079
Appointment of new member of Monopolies Commission 1080
Meeting of Council of Association between UK and ECSC – communique 1080
London Chamber forms Common Market Standing Committee 1080
ECGD guarantee Baring credit for £2 million exports for Mexico 1080
Ministry backing for applied fluidics and the UK pulpwood industry 1080
BNEC Export award for smaller firms 1081
Changes in export licensing control on nickel bearing alloys 1081
Production of goods to Customs at shipment 1081
Imports of bananas from the dollar area 1081
Application for temporary exemption from import duty 1081
Applications for reimposition of import duty 1082
NBPI Report on man-made fibre and cotton yarn prices 1082
CBI industrial trends survey 1082
Chairmanship of Metrication Board's Steering Committee 1082
Patterns of equipment approved under Section 12 of the Weights and Measures Act 1963 1083
Two new Board of Trade factories for Lesmahagow 1084
More assistance for the development areas 1084
New industry for Bala 1084
Plastics firm to occupy advance factory at Houghton-le-Spring 1084
Increased production space at Plessey's Northern Ireland factory 1084

Aviation and Shipping

Restriction of night jet movements at Heathrow and Gatwick Airports 1085
Mr. Goronwy Roberts speaks at IMCO Sixth Assembly 1085
Parliamentary answers on aviation and shipping 1085

Parliamentary Answers 1087

Government surplus sales by auction 1088

New Books 1089
Reports on science abroad 1090

STATISTICS

The economy: selected indicators 1091
General assessment of the economic situation 1092
United Kingdom trade in September 1093
Business Monitor 1098
Northern Ireland index of production 1098
Index of retail prices 1098
Registrations of British and foreign films 1098
Industry's investment intentions 1099
United Kingdom trade by air in the first half of 1969 1100
Wholesale price index numbers 1103
UK computer market during the second quarter of 1969 1109
Aircraft noise at Heathrow and Gatwick airports during the second quarter of 1969 1110
Footwear industry: orders and deliveries 1110
Output of the textile industry 1111
Production in the cotton industry 1111
Textile clothing industries: orders and deliveries 1111

EXHIBITIONS AND FAIRS

Record number of countries take part in 25th Plovdiv fair 1113
International experts visit Nuclex 69 at Basle 1113
Shoes from Britain impress buyers at Montreal show 1114
Machine tools dominant at Stockholm 1114
British Week Tokyo: British Instrument and Aerospace Exhibition 1116
UK equipment in traditional Japanese shop-window 1116
Second and bigger joint venture at Malmo hotel and restaurant fair 1117
National Hardware Show opens New York autumn trade show season 1117

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries. Reports on overseas markets in the 'Export Service Bulletin'. Hints to businessmen booklets 1119
Opportunities for exporters – agency inquiries, market reports, etc. 1120
Export Missions and Tours 1127
Export Orders 1133

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Benelux: Trade mark convention law 1139
Chile: Permitted import list amendments 1148
European Communities: Common agricultural policy 1136
France: Import regulations for live animals. Import levies for certain foodstuffs 1136
Ghana: Import licensing regulation. New trade marks legislation 1140
Greece: Increases in import duty. Miscellaneous changes in import policy 1137
Guyana: Consumption tax (petroleum) Order, 1969 1152
Honduras: Exchange control 1149
Irish Republic: Import duty on wheat 1139
Italy: Imports of sophisticated industrial equipment 1137
Jamaica: Industrial Incentives Law 1956: 'approved products' 1149
Libya: Customs tariff. Government contracts 1140
New Zealand: Emergency Protection Authority inquiry. Emergency Protection Authority reference. Tariff and Development Board report 1148
Nigeria: Customs tariff changes 1144
South Africa, Republic of: Customs tariff applications 1140
Spain: Import duty suspensions. Home compensation tax levy: Quebracho. Import duty suspensions: extensions of validity period on petrochemical products 1139
Turkey: Agricultural development 1140
United States: Transportation of hazardous materials by pipeline 1152
Uruguay: Imports of vehicle tyres 1151
Venezuela: Amendment to customs tariff 1148

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

A view of the packaging and despatch department of Koch-Light Laboratories at Colnbrook, Bucks. Koch-Light claim to be Britain's leading manufacturer of rare organic chemicals. In the foreground are some of the company's range of scintillators and organic research chemicals awaiting final packaging for despatch to university and hospital laboratories in Scandinavia.

LATE ANNOUNCEMENT

Acquisition of the Sun newspaper by the News of the World Ltd.

THE BOARD OF TRADE announced on October 20 that they have given formal consent under Section 8(1) (a) of the Monopolies and Mergers Act 1965 to the acquisition of the Sun newspaper by the News of the World Ltd.

Index to Statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	This week
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
Bankruptcy orders (Q)	6 Aug. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 Oct. 1969
Industry's investment intentions (3 times a year)	This week
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	15 Oct. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	3 Sept. 1969
Income and finance (Q)	3 Sept. 1969
New companies registered:	
Gt. Britain (M)	17 Sept. 1969
N. Ireland (M)	1 Oct. 1969
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	17 Sept. 1969
International trade credit (A)	3 Sept. 1969
Electronic inudstry:	
Electronic capital equipment deliveries, research and development (Q)	20 Aug. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1969
Production, exports and orders (M)	1 Oct. 1969
ECGD business (Q)	27 Aug. 1969
Film industry:	
British Film Fund Agency returns (M)	15 Oct. 1969
Cinema admissions and takings (M)	15 Oct. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1968
Registration of films (A)	24 June 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	6 Aug. 1969
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
Commonwealth trade (A)	7 July 1969
EFTA trade (Q)	11 June 1969
Trends in export of manufactures (A)	17 Sept. 1969
World trade and production (Q)	6 Aug. 1969
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	8 Oct. 1969
Value of overseas trade (M)	This week
Value of overseas trade; analysis of trends (Q)	6 Aug. 1969
Gold and convertible currency reserves (M)	8 Oct. 1969
Hairdressing trades turnover (M)	15 Oct. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	13 Aug. 1969
Business (M)	8 Oct. 1969
Industrial building provisional figures (Q)	30 July 1969
Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	24 Sept. 1969
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	17 Sept. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	15 Oct. 1969
Machine tools, deliveries and orders (M)	20 Aug. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	1 Oct. 1969
Production (M)	8 Oct. 1969
Motor industry:	
Car and commercial vehicle production (M)	8 Oct. 1969
Motor trades turnover (M)	15 Oct. 1969
Office development permits (Q)	13 Aug. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Sept. 1969
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	8 Oct. 1969
N. Ireland index (M)	1 Oct. 1969
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	1 Oct. 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	8 Oct. 1969
Manufacturing industry. Census of productions (A)	20 Dec. 1968
Retail (M)	15 Oct. 1969
Television:	
Overseas payments and earnings (A)	3 May 1969
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	15 Oct. 1969
Wool exports (Q)	27 Aug. 1969
Wool output (M)	This week
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	1 Oct. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	This week

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	13 Aug. 1969

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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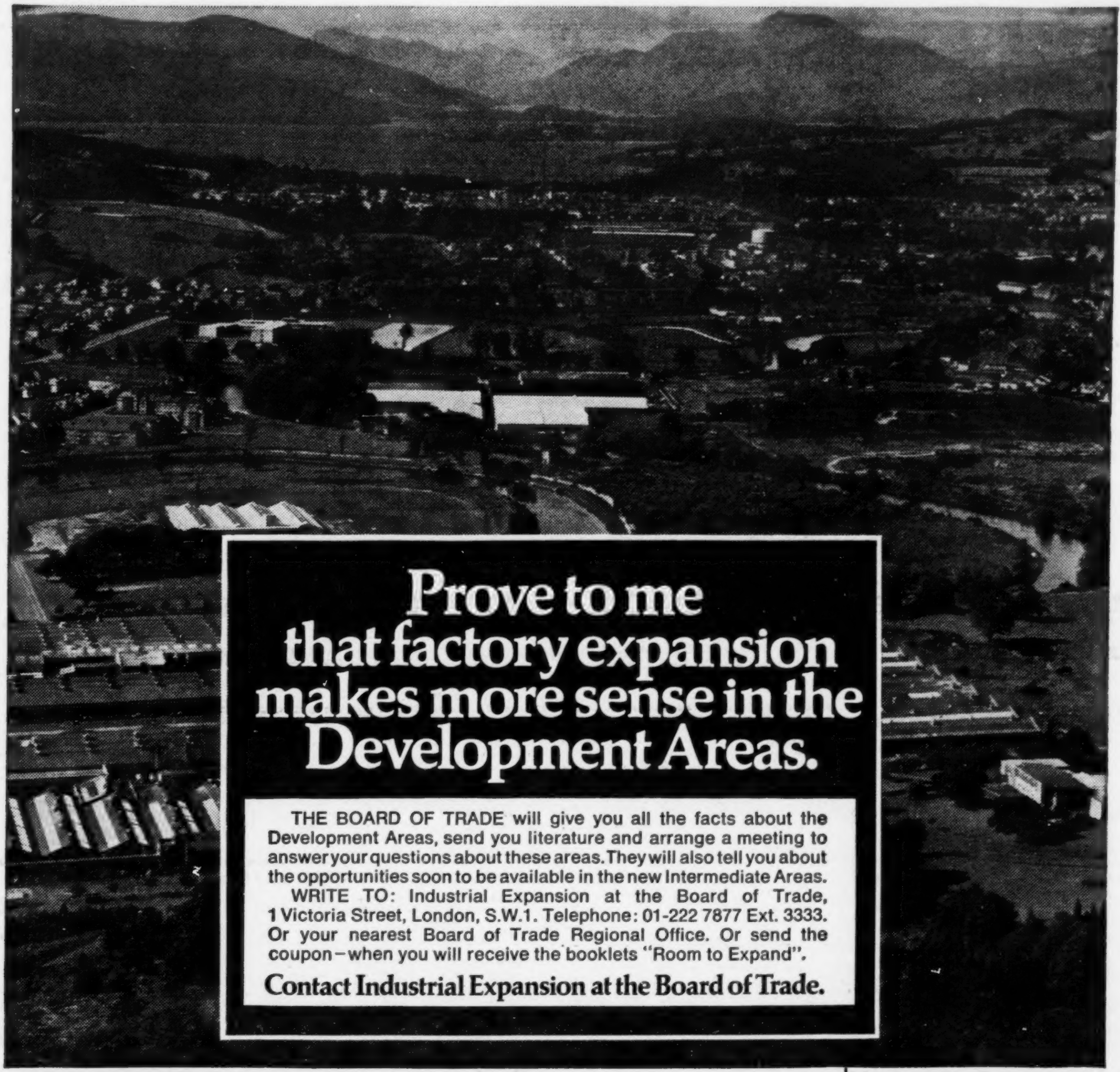

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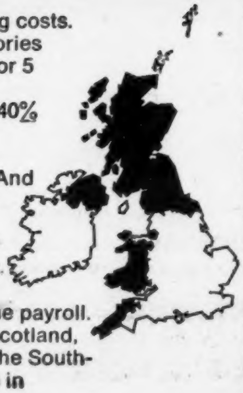

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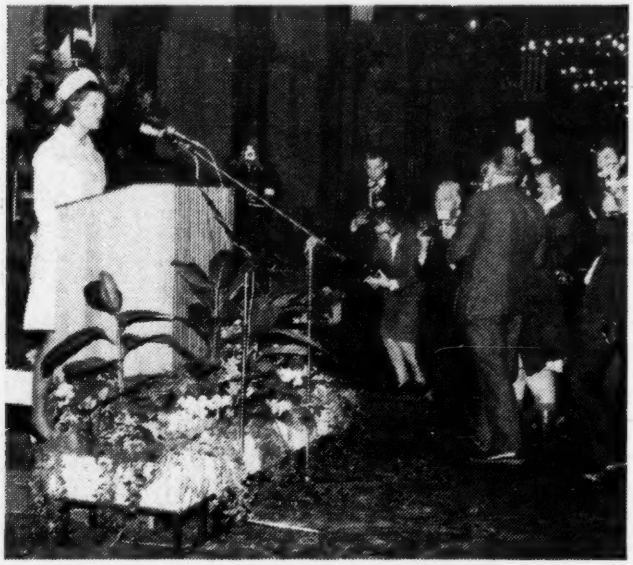
British Week takes the Viennese by storm

By Elizabeth Hartley, Information Division, Board of Trade *Vienna, Wednesday, October* 15

This report on British Week Vienna (October 10 to 18) should be read in conjunction with the article following which deals with the success of the Austrian economy, Britains' increasing exports to Austria, and the opportunities offered by the Vienna Engineering Week.



British Week in Vienna is officially opened by HRH Princess Alexandra.

HALTESTELLE
Lord John
GB
756
DYE

Viennese crowds queue to board an English double-decker bus, advertising Lord John, flown over specially for the Week.

'We have had national weeks of many kinds here, but this is three times as great as any of them. We had no idea that the British Week would be anything like this.' This is what everyone in Vienna is saying, from taxi drivers to store managers. Certainly no comparable trade event has ever occurred in this city.

British Week, in all its aspects, is top news. A round-up of world headlines on Austrian radio on October 10 included one single home item: the opening that day of the British Week in Vienna by HRH Princess Alexandra.

The opening took place in the great silver and gold Festsaal of Vienna's Rathaus – surely the most splendid setting ever provided for this event – in a ceremony at once grave and gay, with English music played by the strings and trumpeters of the Mounted Band of the Royal Artillery and the chimes of Big Ben.

In her opening speech the Princess said that the object of the Week was not only to increase trade between the two countries, but also to create a friendship and understanding between the Austrian and British peoples. 'There is no uniformity about the habits of my countrymen,' the Princess said, 'and in the variety to be seen here we hope everyone will find something to enjoy.'

Other speakers at the opening ceremony were the Mayor of Vienna, Herr Bruno Marek, who welcomed the British 'not only during the Week but in the future,' Sir Hector McNeil, chairman of the BNEC Export Council for Europe, joint organizers of the Week with the Board of Trade, and HE British Ambassador, Sir Anthony Rumbold. Sir Anthony said that he believed that British industry was now gearing itself to cope with the ever-increasing competition in international trade.

FIRST REPORTS ARE ENCOURAGING

Although it is too early to assess the amount of business done in the shops, first reports are very encouraging, particularly in view of the well-known conservatism of Vienna's small shopkeepers who form the main retailing outlets. A notable success has been scored by Arkana Ltd., of Bath, Somerset (whose factories are at Falkirk, Scotland) and Beauvale Furnishings, of Ilkeston, Derbyshire. Both firms make ultra-modern furniture of ultra-modern materials. Arkana's 'mushroom collection' of circular tables with white Melamine tops with chairs to match have caught Viennese taste. 'Vienna British Week marks the first appearance of our mushroom range on the continental market and we have great hopes for it,' said Mr. J. M. Brand, group export manager. 'All this week I shall be talking to stockists. We are in 15 shops already in and around Vienna and so far as we are concerned British Week has coincided with the end of a year's work and will help us to consolidate our planned effort in Europe. It could not have been better timed.'

Mr. G. Mann, Beauvale's sales director, whose 'shell' armchairs of polyurethane construction are on sale at the same store, says, 'I have seen plenty of modern furniture in Vienna shops, particularly from Italy, but we had the right product at the right time. The reaction of the Austrian press has been, "Why haven't we seen this before?" So we think this may be the beginning of something here.'

British foodstuffs are as usual attaining ready sales. Gerngross store has a complete British food supermarket and check-out queues are just like home. Weetabix is selling briskly in special German language packs. In its opinion the market in Austria

BRITISH WEEK, *continued*

for convenience foods has barely been touched and these are becoming increasingly popular. Weetabix feels that this is a crucial time to establish itself in Austria.

Gerngross has reported that in four hours on Saturday morning it sold 900 bottles of Scotch whisky – four bottles every minute. Its total sales of British goods to date have risen by 30 per cent over the comparable period in 1968.

Display material provided by the Board of Trade has been used to good account in the target area, where shop after shop goes gay with British Week boxes, window stickers or dolls in British costumes to back their displays of British goods. The flag-decked streets, lamp posts and even tramcars are making an impact throughout the city never known before. The biggest window displays are naturally to be found in the fashionable Kaerntnerstrasse, where windows at the Englischehaus are filled with menswear, women's wear and fabrics from Britain. A couture dress shop has every window draped with embroidered banners hung around pictures of Princess Alexandra in jewelled frames. Another has a whole window filled with authentic Scots Guards uniforms, while a cosmetic shop has eyecatching Union Jack paper lining the window and even criss-crossing the pavement outside. At the Steffl department store a huge Crown Jewel backdrop covers the entire front of the building.

The swing ticket 'Woven in the British Isles' is very much in evidence, and indications are that wool textiles and garments made from British wool cloth will achieve considerable success during the Week. The National Wool Textile Export Corporation has always been a strong supporter of British Weeks as an unrivalled focus and stimulant for its intensive export effort.

Members of the British Menswear Guild also say that the opportunities given by British Weeks to make personal contacts with agents and buyers and to increase the awareness of its members of overseas markets has provided the most valuable impetus to increased business over the last five years. A spearhead promotion in Austria two years ago prepared the ground for their participation in the Week, and the drive to expand exports in Europe will be continued with single product promotions at Munich and Lisbon later this month. The Guild also held a single product promotion in Zurich which commenced last week.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555),

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

SIR HECTOR McNEIL'S PREDICTION

Shortly before leaving Vienna at the end of the Week, Sir Hector McNeil, chairman of the BNEC's Export Council for Europe, said there was no reason why British exports to Austria should not reach £100 million annually in the 1970's. Sir Hector based his prediction on the 'warm reception' given by the Austrians to the Week.

The good relations established in the capital goods field could lead to British equipment being bought for the modernization of Austrian industry planned for the next few years.

Although it was too early for any 'massive statistics' to emerge from the Week, Gerngross department store had reported sales worth £26,000 in its special British section, which was 'startling business' for a city the size of Vienna. Herzmansky store had reported total business 50 per cent above normal.

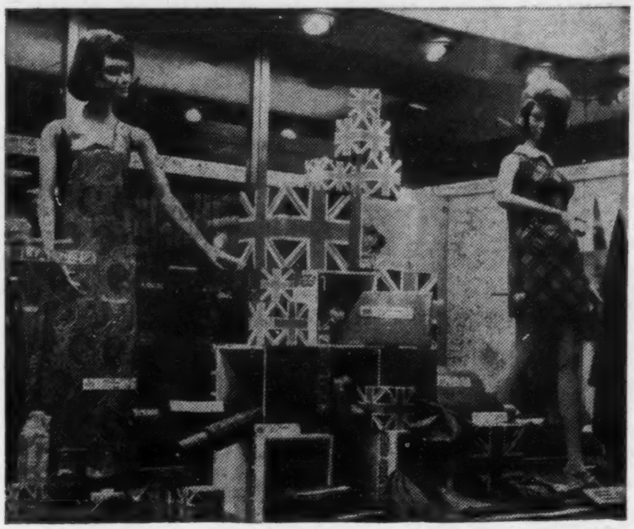
British menswear is prominent in several shop windows, notably in the leading shop 'Sir Anthony', where the doorman is dressed in a 'Beau Brummel' outfit of bottle green complete with frogged coat, tall hat and frilled white shirt front, and at Hantak, another leading men's outfitters.

Fashion 'spectaculars', organized by the Clothing Export Council on behalf of the Board of Trade, have always proved to be a highlight of British Weeks and previous triumphs are being repeated in Vienna. A dress rehearsal on Saturday morning to which the press was invited aroused such enthusiasm that seats for every performance during the next four days – with three shows each day – were sold out by the same evening, and the Press Centre at the Intercontinental Hotel besieged with requests for tickets. Crowds still gathering outside the entrance consoled themselves by listening to the music of the Scottish pipers and eating fish and chips from a stall in the hotel forecourt.

In spite of the fact that ready-to-wear clothes are not yet in general demand, the Clothing Export Council reports that sales to Austria increased from £49,893 to £1,218,715 last year. The immense interest that is being generated by the fashion shows and shop displays in Vienna will be followed up by participation in a trade event, the Wiener Damenmode Woche, which opens next week and is expected to attract 200 to 300 buyers to see examples of a very wide range of spring clothes for 1970.

An Austrian shopper stops one of the British policemen at the Week for information.

The James Neill stand was one of those visited by Princess Alexandra and Mr. Angus Ogilvy at the Consumer Durables Exhibition.



One of the many window displays of dresses and materials from Britain – this one at the Quelle Department Store, Mariahilferstrasse.

1,000 visitors an hour

It is estimated that 1,000 people visited the Kuenstlerhaus each hour during the first two days, where the group of 'centrepiece' exhibitions provides a link between the commercial operation in the shops and the many cultural events that are taking place during the Week.

Viennese visitors are astonished at the 'new look' of the interior of this old building. Brilliantly transformed by the Central Office of Information, its high ceilings and dark coloured walls have been replaced by a false ceiling and curved display area on two floors, painted white and providing a perfect background to the coloured exhibits. Problems of space and lighting, of the presentation of individual exhibits in a co-ordinated display, have been triumphantly overcome. The overall effect is of a cross-section of life in Britain today; of discovery, design, home furnishing, scientific research, radio, press photography, holidays and household equipment. As in previous centrepiece exhibitions, the majority of things in these displays are geared to products on sale in shops. Most of the 500-odd items in the Council of Industrial Design display (which includes many new brightly coloured toys) are stocked by Vienna retailers, as are the floor coverings and furniture, consumer durables, household utensils and tools, and the carpets. The last-named are shown in a series of communicating rooms where the visitors walk through the whole spectrum of colour, from red to blue, green, orange and yellow. Outside the Kuenstlerhaus, a stall where freshly made Twinings tea is served awaits the visitors and is proving as popular with Viennese as with the English visitors.

The exhibition of some 60 British cars was opened by the Princess on October 11 in the Stadthalle, and is attracting the attention of the Press. The principal draw at this show is the Ford GT 40 sports car which won at Le Mans in 1968 and 1969. Mr. Douglas Richards, president of the SMMT, was present at the opening.

Even before the official opening, the Week was receiving considerable Press interest, but with the arrival of the eight policemen and four policewomen from Britain, together with the Edinburgh Police pipe band, who were met at the airport by Austrian TV and an Austrian band, followed by the Royal visit, this coverage became a flood. In addition to the Edinburgh Police band, there are four military bands in Vienna this week, and between them all there will be 100 performances, which draw immense crowds wherever they occur.

The Britische Woche is also the prime topic of conversation. Thus the small trader who 'shut early because my daughter says I must visit the new Kuenstlerhaus'; or the very old lady who wore a tartan scarf to watch the police pipers because she had promised her son, who lives in Scotland, to do so.

Royal fashion leader

The presence of the Princess and her husband has added incalculably to the lustre and impact of the Week in Vienna. Her daunting programme of visits is reported daily in the press and radio, as are the clothes she wears, and wherever she goes she is surrounded by a battery of cameras big and small. Typical of the comment in the Viennese press is the following from *Wiener Zeitung:* 'Princess Alexandra does not only fulfil her duties with a great sense of duty but with true enthusiasm and compassion. When she pays a visit the comments are not that the people involved are "honoured" by it, but rather "her visit has done us a great deal of good – she seems to enjoy herself". The Viennese are now able to judge for themselves what a wonderful mixture of dignity and happiness she represents.'

In Vienna, where art and music are interwoven in the fabric of the life of the city, the backdrop of supporting events that provides so much of the impact of British Weeks takes on an even greater importance. The exhibitions that have already opened – of paintings and drawings, books and sculpture – the City of London Treasures – have already aroused great interest. The 'Week of British Music' which runs concurrently with the British Week opened in the splendid Palffy Palace on October 12. And the Royal Ballet, dancing in the presence of the Princess to an audience that packed the great Opera House, received a standing ovation with calls of 'Bravo' that lasted for nearly five minutes.

The British Week is no less than a presentation of Britain past, present and future. It has got off to a very good start – even the weather is putting on a June show in October – and it is already apparent that it will not quickly be forgotten. As one Viennese has put it – 'We have always felt in sympathy with Britain: now we know we are the same kind of people.'

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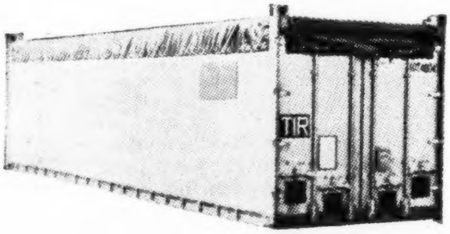

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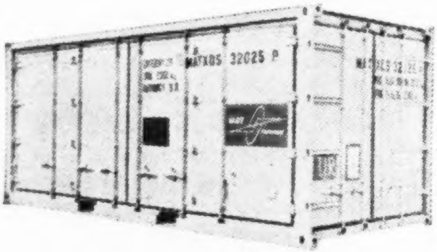
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Success in Austria: Engineering Week next June offers new opportunities

By P. H. Scott, Commercial Counsellor, Vienna

THIS IS a dual success story: the success of the Austrian economy itself and the success of British exporters, who have not merely been carried along by the tide, but have surged forward.

Nineteen sixty-seven was a year of comparative recession in Austria. Signs of recovery became apparent early in 1968 and progress since then has been strong and continuous. The GNP expanded by 5 per cent in 1968 and is now running at a rate which will produce a further expansion this year of about 6 per cent. This expansion is based on a strong increase in industrial production, which increased by 7.2 per cent in 1968 and which, in the first five months of 1969, averaged 11.5 per cent above the corresponding 1968 level. This increased production has been mainly directed towards exports which have been increasing at a more rapid rate than either imports or internal consumption. Austrian exports increased by 9.9 per cent in 1968 and in the first six months of this year were 30 per cent up on the figure for the corresponding period in 1968; in the same period imports increased by 8 per cent and 10.5 per cent. Wages have increased, but at a slower rate than industrial production (6.6 per cent in 1968) and the increase in retail prices has been kept to very moderate limits (2.8 per cent in 1968). The Austrian consumer is therefore better off in real terms, but the extra money in his pocket has gone more into savings than into purchases in the shops. Private consumption actually went down by 0.5 per cent in the first quarter of this year and, although it is now beginning to pick up, private spending is still lagging behind the expansion in the economy as a whole. Because of a new luxury tax introduced last September, sales of cars and alcoholic drinks in particular are still below last year's figures (−19.5 per cent in the first quarter, and −9.5 per cent in the second).

An Epple-Mobil 1000 *combine harvester operating in Austria and powered by a Perkins* 4.236 *agricultural diesel engine.*

British exports double in two years

All these indicators, therefore, although very healthy and satisfactory from the point of view of the Austrian economy, suggest no automatic or easy entry for British exports, particularly of consumer goods. They could not sail up on a rising tide of consumer demand. Also, the traditional obstacles to an expansion of British exports to Austria remain. The market is dominated by the Federal Republic of Germany with the advantages of proximity and a common language. The market is small: seven million people with a purchasing power per head of £478, which is well below the West European average. The Austrian consumer is cautious and conservative, and reluctant to spend money on unfamiliar products. In spite of all this, however, the fact is that British exports have increased at a remarkable rate:

British exports to Austria

	£ million	Percentage Change
1967	38.6	− 5.4%
1968	51.0	+32.1%
1969 (January-August)	43.8	+31.0%

In other words, by early in August this year we had exported more to Austria than in the whole of 1967. If our exports continue to increase at their present rate, and there is every indication of this, they will have very nearly doubled in two years.

In view of these difficulties, why is it that imports into Austria from Britain have been increasing at a rate about three or four times as great as the rate in increase in Austrian imports as a whole? There are, I think, two main reasons: the displacement of traditional foreign suppliers and the fact that a very large part of the imports from Britain are not consumer goods but equipment, components and supplies for Austrian industry. There is certainly plenty of room for the displacement of our competitors; although British exports to Austria have been in the fourth place after the Federal Republic of Germany, Switzerland and Italy for many years they are still only a small proportion of the total. This has been increasingly slowly but steadily: 5.7 per cent in 1966, 6 per cent in 1967, 6.2 per cent in 1968 and 6.6 per cent for the first half of 1969. It is still a long way to go before it makes serious inroads on the Federal German share of the market which was 41.4 per cent in 1968. Devaluation and the abolition of tariffs on industrial goods within EFTA has helped. Apart from their immediate effects, they have encouraged Austrian importers to have a new look at Britain as a possible alternative source of supply. The State Visit to Austria in May and the British Week in Vienna in October, with all the preparations for it spread over the last 18 months or so, have all helped to make British goods better known. It is too early to calculate the results of the British Week in commercial terms, but it is already plain that its immediate result has been something in the region of £1.5 million of extra buying. To maintain this stimulus for the sale of British consumer goods, we expect to have a series of store and street promotions, and shopping weeks throughout Austria from 1970 onwards. We are therefore well placed to take advantage of any increase in consumer spending which may eventually follow the steady increase in purchasing power.

(*Continued on page* 1075)

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Major growth in capital goods

But, as one would expect from the facts of the Austrian economy, the expansion of British exports has been stronger in the field of industrial, than of consumer goods. The categories in which export statistics are kept make it impossible to give absolutely precise figures for each category: but, as nearly as we calculate, the absolute increase in British exports to Austria in the first six months of this year compared to the same period in 1968 was more than £5 million in industrial and just over £1 million in consumer goods. This of course refers to the period before deliveries for the British Week in Vienna had begun. Even so, the underlying tendency is apparent. We can certainly continue to make progress in the field of machinery, equipment, supplies and components needed for the expansion of Austrian industry. In this field the Austrian economy is vigorously on the move. There are several major projects which will give a strong stimulus to industrial expansion. The oil pipeline from the Adriatic to Vienna and the expansion of refinery capacity will bring with it developments in the petro-chemical field. The construction of the first nuclear power station, probably of 600 mW, will begin next year or early 1971 and will provide a major source of cheap electric power for industry. Much of the existing industry is in need of modernising and re-equipment. There is already a boom in industrial investment, which is running at 28.4 per cent above last year and is likely to increase still more. The Austrian Institute of Economic Research has calculated that in 1969 investment in the main industrial groups will increase as follows over the 1968 figure:

Industry	Percentage increase over 1968
Petroleum	170%
Paper	79%
Clothing	79%
Glass	66%
Iron and Metal manufacturing	47%
Woodworking	41%
Chemical	31%

The Vienna Engineering Week

The Engineering Week, or to give it its German title, Symposium der Britischen Technik und Industrie, which is to be held in Vienna from June 1-5, next year, is therefore well timed to help British industry to take full advantage of the opportunities offered by Austrian industrial expansion. This Engineering Week is one of the very successful series which have been organized by Mr. Sam Black of the London Chamber of Commerce in the last four years, but it will be the first to be held in Western Europe. The general idea is that British firms in the capital goods field will send representatives to Vienna to present papers and lead discussions on their own industries. In each case the audience will be a hand-picked group of industrialists, engineers and specialists in the field concerned. There will be technical films and a small associated technical exhibition. Since all of these activities are aimed, not at the public at large, but at the comparatively small group of industralists and

(*Continued on page* 1077)

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specialists who make the decisions, the cost to each exhibitor is modest and will be assisted by the Board of Trade under the joint venture scheme. The fields which offer particularly good opportunities, and which we hope will be covered by the Week, are: Nuclear engineering equipment; Petro-chemicals; Paper production and processing; Food processing and packaging; Computers, process control and automation; refrigeration and heating; Machine tools, including numerical control; Mechanical handling and containerization equipment; Electronics and scientific instruments; Agricultural machinery and equipment; Earth-moving equipment; Tunnelling and mining equipment; Equipment for steel plant; Automotive equipment and components; Pump, valves and hydraulic equipment; Industrial equipment and plant; Equipment for textile and plastic industries.

A warm welcome for the plans

The plans for the Week have been welcomed very warmly by the Federal and Vienna Chambers of Commerce. The Presidents of both have agreed to act as patrons and the Vienna Chamber have put a building at our disposal which is ideally suited for all the events of the Week. These Chambers are bodies which play a very important part in the Austrian economic life. All firms in the country are obliged by law to be members and they have a strong and efficient organization which fulfils many of the functions, in the field of the formulation of economic policy and the promotion of exports, for example, which in other countries are the responsibility of Government departments. The support of the Chambers is therefore not only a very good augury for the success of the Engineering Week, but another indication of the readiness of Austrian industry to welcome British co-operation. There are opportunities not only for the sale of machinery and equipment, but for licensing arrangements and other forms of co-operation, both in Austria itself and in countries abroad where Austria is establishing itself with increasing success. But the impact of the Week depends entirely on the support which British industry gives to it. Mr. Black hopes to close his list of participants early in November. Any firm which is interested in taking part and has not yet been in touch with Mr. Black should therefore do so without delay. His address is:

The London Chamber of Commerce (Inc.), 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444, Telex 261981).

'Export opportunities in Iraq': corrections

THE FOLLOWING corrections should be made to the article 'Export Opportunities in Iraq' which appeared in the *Board of Trade Journal* of October 15, page 1035:

Page 1035, line 9: October 3 should read October 10.

Page 1035: In the table of United Kingdom exports to Iraq the 1966 figure for iron and steel should read £1,088 thousand instead of £1,095 thousand.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

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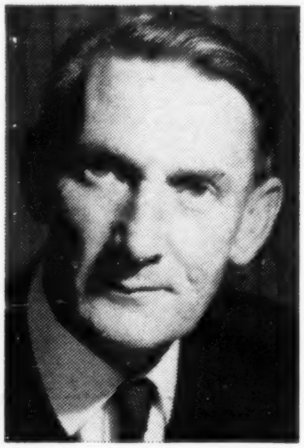
BoT to concentrate on overseas trade and export promotions

Mr. Roy Mason, whose appointment as President of the Board of Trade was announced on October 5.



Mr. Goronwy Roberts, who was appointed Minister of State, Board of Trade, on October 12.

Lord Brown, Minister of State, Board of Trade.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade.

IN A STATEMENT to Parliament on October 13 about the recent announcement of changes in the machinery of government and departmental responsibilities, Mr. Harold Wilson, the Prime Minister, referred to the transfer of a number of industrial functions from the Board of Trade, mainly to the Ministry of Technology, and to the Board's future concentration on overseas trade and export promotion.

Following are the relevant extracts from the Prime Minister's statement:,

'In the industrial field a great deal more responsibility will now be concentrated under the Minister of Technology. He will take over the duties of the Minister of Power, and, subject to the approval by Parliament, of an Order which is being laid today, the two Ministries will become a single department. The Ministry will also take over from the Board of Trade responsibility for the remaining principal manufacturing industries of which the Board of Trade has been the sponsoring department. The expanded Ministry will also take over the responsibilities of the Department of Economic Affairs in the field of industrial policy including the statutory responsibility for the Industrial Reorganization Corporation.

'The responsibility for the distribution of industry, including Industrial Development Certificates, advance factories, industrial estates in development areas, building grants and loans will also pass from the Board of Trade to the Ministry of Technology, as will the responsibility for paying investment grants to industry.

'This change means that the same department, a sponsoring department, dealing with the greater part of private and public industry, will also be responsible for executive decisions concerning the location of industry.

'As a result of these changes the same Ministry will now be responsible for electricity generation as well as nuclear power and the electrical plant industries, for gas and oil as well as chemicals, for the steel using industries and for non-ferrous metals as well as iron and steel, for the whole range of mineral development, for textiles as well as textile machinery.

'With the transfer of many industrial functions from the Board of Trade to the Ministry of Technology, the Board will concentrate the greater part of its energies on overseas trade and export promotion including a considerable proportion of the sectors responsible for invisible earnings. In addition to its responsibilities for external commercial policy (including tariff policy) and export policy and services the Board of Trade will remain responsible for civil aviation, shipping, tourism, hotels and insurance. On the home side, its work will be primarily related to commerce including the administration of the Insurance and Companies Acts, patents and copyright. It will continue to be responsible for consumer protection, for the distributive and service trades, including retail distribution, for newspapers, printing, publishing and films, these being more in the field of communications than in industries as normally conceived. My right hon. Friend the President for the Board of Trade and my noble Friend the Minister of State will be able to spend more of their time in direct contact on exports with industry throughout the regions, in addition to promoting the sales of British exports overseas. The regional export organization will be strengthened.'

The full statement and the subsequent discussion is given in *Hansard*, cols. 31-42. Certain other aspect of the changes, including the transfer of a number of productivity services from the Board of Trade to the Department of Employment and Productivity, are also set out in *Hansard* cols. 42-44.

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Consideration of mergers by the BoT

ON THE INFORMATION at present before them the Board of Trade do not intend to refer the following proposed mergers to the Monopolies Commission under the provision of the Monopolies and Mergers Act, 1965:

1. G. D. Searle & Co. Ltd. and Baird and Tatlock (London) Ltd. (Division of Tarmac Derby Ltd.).
2. Universal Grinding Wheel Group Holdings Ltd. and L. M. Van Moppes & Sons Ltd.
3. United Builders Merchants Ltd. and Pratt Standard Range Ltd.

Acquisition of some Scottish weekly newspapers

THE BOARD OF TRADE have received an application for their written consent to the proposed acquisitions whereby the *Hamilton Advertiser*, the *Wishaw Press*, the *Border Telegraph* and the *Peeblesshire News* (owned by Hamilton Advertiser Ltd.), and the *Airdrie and Coatbridge Advertiser* and the *Rutherglen Reformer* (owned by Baird and Hamilton Ltd.), would be transferred to George Outram and Co. Ltd.

In the circumstances of these acquisitions the Board of Trade are required to obtain a report from the Monopolies Commission before they can consent to the transfer of the *Hamilton Advertiser* and the *Airdrie and Coatbridge Advertiser*. Accordingly they have referred the proposed acquisitions to the Commission in pursuance of Section 8(3) of the Monopolies and Mergers Act 1965 for investigation and report.

The Board of Trade emphasized that their action in making this reference does not in any way pre-judge the question of whether or not the proposed transactions may be expected to operate against the public interest. It is for the Commission to report on this after the investigation.

Notes:

Section 8 of the Monopolies and Mergers Act 1965 which gives the Board of Trade certain powers in respect of newspaper mergers arises from certain recommendations of the Royal Commission on the Press 1961-62.

The Act provides that a transfer of a newspaper to a newspaper proprietor whose newspapers after the transaction will have an average circulation per day of publication of 500,000 or more copies shall be unlawful and void unless the transfer is made with the written consent of the Board of Trade.

Save in exceptional circumstances the consent of the Board of Trade may be given only after an investigation of the proposed transaction by the Monopolies Commission. The circumstances in which the Department have discretion to give consent without an investigation by the Commission are:

- (a) that the newspaper concerned is not economic as a going concern and as a separate newspaper and
  either
  - (i) that the newspaper is not intended to continue as a separate newspaper;

    or
  - (ii) that if it is so to continue the case is one of urgency
- (b) that the newspaper concerned has an average circulation per day of publication of not more than 25,000 copies.

The current application for consent is not based on these provisions so the Department have no option but to make the reference. The *Hamilton Advertiser* has a circulation of about 48,000 and the *Airdrie and Coatbridge Advertiser* has a circulation of about 27,000. The other newspapers concerned have an aggregate circulation of about 36,000. Section 8 does not require the Board to refer the acquisition of the smaller newspapers to the Commission but empowers them to do so. Since the purchases are of two integrated groups the Board are referring the acquisition of the Groups as a whole to the Commission.

The Commission are required to make their report within the statutory period of three months unless there are special reasons for delay.

The Board of Trade are enabled by the Act to appoint three to five additional members of the Commission from a Panel of persons maintained for the purpose to take part in the investigation of a newspaper merger. Members of the Panel are being approached with a view to their appointment on this occasion.

Chancellor on contribution made by invisible earnings

THE CONTRIBUTION made by invisible earnings to the improved balance of payments position was emphasized by Mr. Roy Jenkins, Chancellor of the Exchequer, at the Lord Mayor's dinner to bankers and merchants of the City of London on October 16.

'A good part of the credit for the recent change in our fortunes must go to many of those, represented here tonight, who are concerned with invisible exports, with providing the services of shipping, banking, insurance and many others to customers overseas,' he said. 'There has been a quite remarkable improvement in the invisible account as a whole during the last two years. In 1967 the invisible balance averaged only £24 million a month. Last year this average increased to £34 million and in the first half of this year to £50 million. I hope that the average for this year as a whole will not be much lower than that. This sharp increase in our net invisible earnings is most welcome to me, as I am sure it is to all of you. No Chancellor should ever forget the vital importance of invisible earnings to our national performance.'

The Chancellor said it was the improvement in the invisible account which edged us towards overall improvement even when the visible account was responding disappointingly slowly to devaluation. Now that the visible account was also flowing strongly in the right direction, the combined movement was a very powerful one. 'Exports have grown very strongly in the past six months. With imports holding steady, this has made possible a striking improvement in the trade balance. There has been a surplus averaging £10 million in the three months July to September. If one adds the strong surplus from invisibles and takes full and cautious account of the other factors entering into the current account, we get a surplus on the current account as a whole averaging at least £40 million a month – an annual rate of a good £500 million a year.

'The advance in exports of course owes a good deal to the continued expansion of world trade. The underlying rate in the first half of this year was probably as fast as in 1968, and this certainly exceeded our expectations. However we should not have been able to take proper advantage of this favourable external environment had we not satisfactorily adjusted the level and pattern of domestic demand.'

The Chancellor said it was not always realised how determined and effective this country had been during the last two years in restraining both personal consumption and public expenditure. A comparison between the middle two quarters of 1967 and the second quarter of this year showed an increase of only 2 per cent in consumers' expenditure in real terms; public expenditure on goods and services actually fell by 3½ per cent; and personal consumption and public expenditure rose by less than 1 per cent.

During the same period the volume of exports rose by more than one fifth; and in the last three months it had risen still further to a level about one quarter higher than before devaluation. The increase in imports had been only half as great. This represented a formidable relative switch of resources out of consumption and public expenditure and into the balance of payments.

The Chancellor said he was not in any way complacent about the level of investment and would be studying with particular care the current CBI industrial trends survey and the Board of Trade investment intentions survey. 'But we must endeavour both to interpret somewhat complex indicators as realistically as we can, and to see the whole problem in proper perspective,' he said. 'It is clearly desirable that there should be some significant increase in investment this year. Equally, we have to accept that we cannot within one and the same year both achieve a massive swing in the balance of payments and make good years of inadequate capital investment which have gone before.

'I am sure that if we were to bring about a short-term boom in investment at the expense of the balance of payments that would not be helpful. That might produce a better result in the remaining months of this year. But it would certainly not produce a better sustained effort in 1970 and 1971. Confidence in the long run prospects of industry will, I am certain, best be fostered by establishing a secure balance of payments position.

The Chancellor earlier said that the encouraging signs of the course of the balance of payments were 'not a reason for relaxation but for strengthening our efforts.' He also repeated what he had already told the clearing bank chairmen – that a substantial reduction in bank advances in the months immediately ahead remained the objective towards which the banks must work.

Appointment of new member of Monopolies Commission

MR. ROY MASON, President of the Board of Trade, has appointed Mr. Lewis Robertson to be a part-time member of the Monopolies Commission. The appointment, which has been made for an initial period of three years, will take effect from December 1.

Meeting of Council of Association between UK and ECSC—communique

THE FOLLOWING COMMUNIQUE was issued after the meeting of the Council of Association between the United Kingdom and the European Coal and Steel Community on October 10:

'The nineteenth meeting of the Council of Association between HM Government and the Commission of the European Communities (as successer to the High Authority of the European Coal and Steel Community) was held in London on October 10.

'Mr. Harold Lever, Paymaster General with responsibilities at the Ministry of Technology (to which department the functions of the Ministry of Power are being transferred), presided at the meeting as head of the United Kingdom Delegation which also included Lord Brown, Minister of State (Overseas) at the Board of Trade; Lord Robens, chairman of the National Coal Board; and Dr. Finniston, a deputy chairman of the British Steel Corporation. The commission delegation was led by Signor Edordo Martino, member for external relations; and included Signor Colonna di Paliano, member for industrial affairs; Her Haferkamp, member for energy policy; and Herr Sigrist, director general for external relations.

'The council examined and approved the reports presented by its permanent committees on coal, steel, and trade relations on their work since the last meeting of the council in Brussels in January.

'Both sides re-affirmed the importance which they attach to a continuance and development of the work of the council, particularly in the light of the hoped-for early start of negotiations for the United Kingdom's entry into the Common Market. It was agreed that in addition to a continuance of the normal work of the Coal, Steel and Trade Relations Committees, the discussions on the world steel situation and on coking coal supplies should continue; and, in particular, it was decided to set up a new sub-committee to study the social problems in the steel sector.

'It was agreed that the next meeting of the council would take place in Brussels, probably in the summer or autumn of 1970, at a date to be determined later by mutual agreement through the usual channels.'

London Chamber forms Common Market Standing Committee

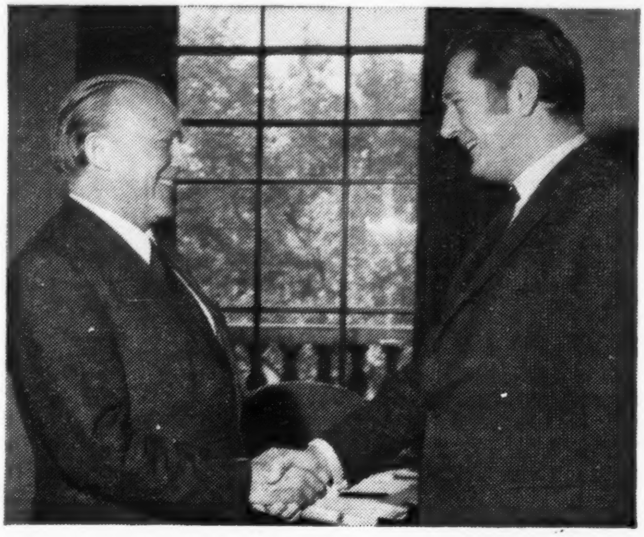
THE LONDON Chamber of Commerce is taking steps to help British exports to the Common Market countries and to prepare for possible entry in the near future. This was announced by Lord Erroll, vice-president of the London Chamber, at a luncheon of the French Chamber of Commerce in Great Britain on October 9.

Lord Erroll said that a Common Market Standing Committee was being formed by the Chamber to be headed by Sir Patrick Reilly, former Ambassador in Paris and now chairman of the British and French Bank. The Committee would maintain a high-level dialogue with the leading Chambers in the Six and also with the Chambers in the EFTA countries and the Commonwealth about the problems of joining the European Economic Community. Even if Britain did not join the Common Market, Lord Erroll said that the Committee would still have a useful part to play in preventing the gulf between the Six and EFTA from widening too dangerously.

However, Lord Erroll said that he felt that it could not be over-emphasized to the EEC that all three political parties in Britain were committed to the idea of Britain joining.

ECGD guarantee Baring credit for £2 million exports for Mexico

THE EXPORT CREDITS Guarantee Department has guaranteed a £2 million line of credit for the purchase of small items of British capital equipment for the Mexican petrochemical industry.



Mr. Anthony Crosland, Secretary of State for Local Government and Regional Planning, greets Herr Hans von der Groeben (left), EEC Commissioner for Fiscal Harmonization, Internal Trade and Regional Planning. Herr von der Groeben spent five days in Britain discussing Britain's regional policy with Ministers and senior officials and visiting regional centres to study the practical application of this policy.

The credit has been negotiated by Baring Brothers Company Limited acting on behalf of a syndicate of banks comprising themselves, Barclays Bank Limited, Lloyds Bank Limited, Midland Bank Limited and the National Provincial Bank Limited with Petroleos Mexicanos (PEMEX) who require items of capital equipment to expand and develop Mexico's petrochemical industry. It will be available for contracts for capital plant and machinery, enabling capital goods manufacturers to take advantage of the favourable terms of credit.

Finance under the credit will be available for 85 per cent of the United Kingdom element of an individual contract. Orders under the credit may be placed up to September 1971. Terms of repayment will be over 10 years from signature (on September 25) of the financial agreement. The finance will be provided by the banks at 5½ per cent interest.

Note:

There have been two previous loans, in 1965 and 1967 totalling over £14 million, to PEMEX to finance the construction of the petrochemical plant. This loan is for a 'shopping list' of ancillary equipment.

Ministry backing for applied fluidics and the UK pulpwood industry

'FLUIDICS-SKYROCKET or Damp Squib' is the title of the leading article in the October issue of *New Technology*, the Ministry of Technology's free monthly bulletin to industry. The feature demonstrates that the technique is being used successfully in a wide range of industrial applications. If, however, fluidics are to win wider acceptance says *New Technology*, prices need to be reduced. The answer is a larger market, and this can only grow following the adoption of fluidic applications in fresh fields. 'This will be stimulated most successfully by the demonstration of existing proven applications, and Mintech is prepared to consider giving financial assistance towards the cost of such applications', the article concludes.

Home-grown timber from the West of England and South Wales is being used to make pulp for cardboard making, in place of imported pulp which would cost £900,000 a year. Writing in *New Technology* of the work that has made this import-saving possible, K. A. Hyam, controller of technical services at the St. Anne's Board Mill Company, Bristol, describes the valuable collaborative research role of Mintech's Timberlab (Forest Products Research Laboratory) in the project.

BNEC export award for smaller firms

A NEW 'Export Award for Smaller Firms' was announced last week by Mr. Peter Tennant, director general of the British National Export Council. The award has been devised in collaboration with BOAC.

Mr. Tennant said the Award was intended to spotlight the export achievements of smaller companies whose successes were apt to be overshadowed by the big orders secured by the industrial giants. The Award consists of two parts: a trophy to be presented to each of five winning firms and a fortnight's tour on BOAC VC10's to the United States and Bermuda for one employee from each of the winning firms and his or her wife or husband. Firms qualify if they have no more than 200 employees and if their exports exceed £100,000 and were at least one-third higher for the year ending March 31, 1969, than they were in the previous 12 months.

Entries close on December 15, 1969, and the winners will be announced on January 28, 1970. Entry forms and further information may be obtained from BNEC (DW), 6-14 Dean Farrar Street, London, S.W.1, or from any BOAC ticket office throughout the United Kingdom.

Changes in export licensing control on nickel bearing alloys

THE BOARD OF TRADE has amended the export licensing regulations concerning iron and steel alloys containing nickel to take account of the recent steep rise in nickel prices. At present iron and steel alloys containing 5 per cent or more of nickel are subject to licensing requirements where the value does not exceed £200 per ton. This limit has now been raised to £250 per ton.

This change is made effective by the Export of Goods (Control) (Amendment No. 2) Order, 1969, which comes into force on October 22, 1969. Copies of the Order can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1.

Inquiries about this amendment should be addressed to the Export Licensing Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 3559).

Production of goods to Customs at shipment

FROM NOVEMBER 1, 1969, HM Customs and Excise will extend the classes of export goods for which they waive the requirement of special labelling and production to the Customs before shipment.

The further classes of goods concerned are those pre-entered on Form X.S. 142 for exportation after temporary importation under any of the facilities listed below, provided the goods have been made available for official examination at the trader's or exhibition, etc. premises:

(a) Goods for display or use at exhibitions and meetings (Customs Notice No. 213);
(b) Tourist publicity materials (Customs Notice No. 208);
(c) Films and similar goods for copying, printing, etc., to fulfil export orders (Customs Notice No. 210);
(d) Samples imported for promotion to United Kingdom Export Trade (Customs Notice No. 118).

The Customs still reserve their right to require production of the goods in any particular case.

The relaxation does not affect the documentation and pre-entry of the goods concerned.

Note:

Goods previously allowed waiver of special labelling and production before shipment are those exported under any of the facilities listed below:

(a) Hydrocarbon Oil Drawback;
(b) Import Duties Act Drawback (including Hops Drawback);
(c) Rebated Tinctures Drawback;
(d) Relief under the Process Regulations 1958 (goods temporarily imported for process or repair);
(e) Relief under Section 7 of the Import Duties Act, 1958 (importations of goods intended for export);
(f) Relief (prospective) under Sections 35 or 36 of the Customs and Excise Act, 1952 (goods temporarily exported);
(g) Relief (prospective) under Section 8 of the Import Duties Act, 1958 (goods temporarily exported for process or repair);
(h) Repayment of Sugar Surcharge;
(i) Repayment of the Temporary Charge on Imports;
(j) Removal from open warehouse for exportation;
(k) Relief under Section 256 of the Customs and Excise Act, 1952 (goods not in accordance with contract).

Imports of bananas from the dollar area

THE BOARD OF TRADE issued Notice to Importers No. 1269 on October 16. The quota for imports of bananas from the dollar area during the 12 months from October 1, 1969 to September 30, 1970 is 4,000 tons.

Applications from importers must be accompanied by (a) a statement of imports of bananas from the dollar area in the period October 1968-September 1969 and (b) evidence of an offer from an overseas supplier for a specific quantity of bananas to cover deliveries up to September 30, 1970. Applicants who qualify will be informed of the amount of their allocation under the quota, which will be reserved for them. No guarantee can be given that it will be possible to meet requirements in full and importers are advised not to enter into firm commitments before they have received notification from the Board.

Import licences will be issued to importers against their allocations on production of evidence of a firm contract with the overseas supplier for the amount of the allocation. Any balance of allocations which are not taken up before March 1, 1970 will lapse.

Applications accompanied by documents as required above should be sent to reach the Board of Trade, Import Licensing Branch, not later than November 6, 1969.

The dollar area comprises: Bolivia, Canada, Columbia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Application for temporary exemption from import duty

THE BOARD OF TRADE is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 5.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.25	3 - (*N' N'* - Dimethylureido) phenyl *tert*-butylcarbonate	*m* - 3, 3 - dimethylureido phenyl tertbutylcarbamate	December 31, 1970	13325

Note;

Interested parties will also wish to note that as a result of the coming into force of the 1968 editions of the British Pharmacopoeia and the British Pharmaceutical Codex the following temporary exemption definition in tariff heading 29.16 is widened in scope: Antimony potassium tartrate, which satisfies the requirements of the British Pharmacopoeia.

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1970, on the following items which are at present temporarily exempt from duty:

Tariff Heading	Description	Reference
29.11	Glutaraldehyde	10884
	1-Naphthaldehyde	13307
29.31	Di-(4-hydroxyphenyl) sulphone having a melting point not less than 236° centigrade	6829

NBPI Report on man-made fibre and cotton yarn prices

THE FIRST SECRETARY of State and Secretary of State for Employment and Productivity, and the President of the Board of Trade, have accepted the conclusions and recommendations of the Second Report of the National Board for Prices and Incomes on Man-Made Fibre and Cotton Yarn Prices published on October 17.

The National Board for Prices and Incomes found that although the present level of prices and profitability might be excessive if maintained indefinitely the Government should not intervene to enforce price reductions because the general profit margin in the spinning industry could not be considered high, taking one year with another, and because the ordinary course of competition might be expected to result in lower prices as the textile cycle proceeds. The need was for the industry to combine effective marketing policies with flexible pricing to enable it to compete successfully with imports after quota protection has been withdrawn in 1972.

The National Board found in the case of acetate filament yarn that there was scope for a modest reduction in prices and that, if the upward trend in productivity continues, there should be scope for a further reduction in due course. They recommended that the productivity, profits, earnings of employees and prices of the dominant supplier (Courtaulds) should therefore be kept under review.

Notes:

The Board of Trade were notified under the early warning arrangements of proposals to increase prices of certain unprocessed viscose rayon textile (filament) yarns by 6d. per lb. In December 1968 the prices of certain processed viscose and acetate rayon textile (filament) yarns were raised and there were increases in many prices for cotton and man-made fibre yarns spun on the cotton system.

The First Secretary and Secretary of State for Employment and Productivity, and the President of the Board of Trade, considered it desirable that these actual and proposed price increases should be referred to the National Board for Prices and Incomes. The reference relates to yarns which are mainly used for the manufacture of woven and knitted textiles, for thread, and for making apparel, household textiles and industrial fabrics. Three particular types of yarn, all of very considerable importance to the textile industry, were included. These are:

(a) Unprocessed viscose rayon textile (filament) yarns;
(b) Processed viscose and acetate rayon (filament) yarns;
(c) All types of cotton and man-made fibre yarns, including mixtures of the two, which are spun on the cotton system.

The cotton system is the spinning process, generally carried out in Lancashire, used in producing yarns from cotton and shortstaple man-made fibre. It does not include spinning processes which are applied to wool, long staple man-made fibre or to other fibres such as flax and jute.

The National Board for Prices and Incomes have now completed their inquiries on all the products covered by the reference. Their first report, published on June 19, 1969, dealt only with unprocessed viscose rayon textile (filament) yarn – where the proposed price increase had been deferred while the NBPI reported on it – and the increase in manufacturers' charges for processing viscose and acetate yarns. They recommended and the Government accepted, an increase in the price of unprocessed viscose rayon textile (filament) yarns averaging 5 per cent should be allowed to provide the necessary inducement to maintain production. The original proposal was for a flat increase of 6d. per lb., averaging 9 per cent. The National Board also examined manufacturers' charges for processing viscose and acetate yarns, including the processing for which increase in charge had not been made, and did not consider these to be excessive.

CBI Industrial Trends Survey

THE RESULTS of the October 1969 Industrial Trends Survey, published on October 16 by the Confederation of British Industry suggest that expansion of industrial activity over the last four months has slackened somewhat, but that some shift to the capital goods sector has continued. There is more optimism about the business situation than in June, while export optimism remains high. Investment plans for plant and machinery appear to be largely unchanged since June and the figures indicate a continued though modest rise. Consistent with this, the percentage of firms working below capacity is unchanged since June.

The increases in employment and new orders forecast in June have been realized, but the increase in output over the last four months has not been as great as was expected. However, employment, orders and output are expected to rise more rapidly in the next four months, particularly output.

There has been some stock building of both raw materials and finished goods; this is expected to continue, but at a slower rate.

Nearly two-thirds of respondents report that their costs per unit have increased and over a half expect this rise to continue. On the other hand about two-fifths both report price increases and expect increases in the next four months.

The factors which firms feel are likely to limit their output over the coming four months have increased slightly in importance since June, with the exception of plant capacity. In particular credit or finance is now reported by 10 per cent of all respondents, compared with 4 per cent a year ago. 12 per cent of firms report that they are limited by supplies of materials or components; almost the highest proportion ever reached.

Comparison of the industries making capital and consumer goods shows that some of the differences noted in June between the two groups have become more marked. Fewer capital goods producers are limited by a shortage of orders but more report a shortage of skilled labour; for consumer goods producers both movements have been in the opposite direction. Fewer capital goods producers but more consumer goods producers are working below capacity. As in June, the investment intentions of the capital goods sector are much more buoyant than those of the consumer goods sector. Small firms are becoming progressively more affected by a shortage of credit or finance, the percentage having risen from 20 in June to 23, and the number who expect to reduce their expenditure on plant and machinery is higher than those who expect to increase.

Exports

Optimism about export prospects remains high. The experience of orders over the last four months has been better than was expected; both orders and deliveries are forecast to continue to rise over the next four months. The factors limiting export orders are rated very much the same as in June, with delivery dates remaining the most important factor. Ability to meet delivery dates and to extend credit are much more of a problem for the capital goods industries than the consumer goods industries. There is a greater optimism about export prospects for the next 12 months among the former, though consumer goods producers are forecasting larger rises in new export orders and export deliveries in the immediate future than capital goods producers.

The Board of Trade article on Industry's Investment Intentions is published on page 1099 of this issue.

Chairmanship of Metrication Board's Steering Committee

MR. D. H. LEWIS has accepted the chairmanship of the Metrication Board's Steering Committee for Distribution, Food and Consumer Goods. His appointment by the Ministry of Technology to be a member of the Metrication Board was announced on September 22.

Mr. Lewis is chief executive of the Manchester and Salford Equitable Society Ltd., vice-chairman of the Institute of Food Distribution and a member of the Ministry of Agriculture, Fisheries and Food Retail Advisory Group.

Patterns of equipment approved under Section 12 of the Weights and Measures Act 1963

PARTICULARS OF the following patterns of equipment, certified by the Board of Trade under Section 12 of the Weights and Measures Act 1963, have been published during the six months ending September 30, 1969:

Notice of Examination of Pattern Number	Description	Submitted by	HMSO Reference	Price
1492	Self indicating platform machine of the hopper type	Stathmos-Lindell AB Jonkoping 5 Sweden	SBN 11 510020 2	2s. net
1493	Automatic weighing machine	Wright Machinery Co. Ltd., Eskdale Road Industrial Estate, Uxbridge, Middlesex	SBN 11 510021 2	1s. net
1494	Automatic weighing machine	Waddington and Duval (Holdings) Ltd., Brewhouse Street, London, S.W.15	SBN 11 510022 9	1s. net

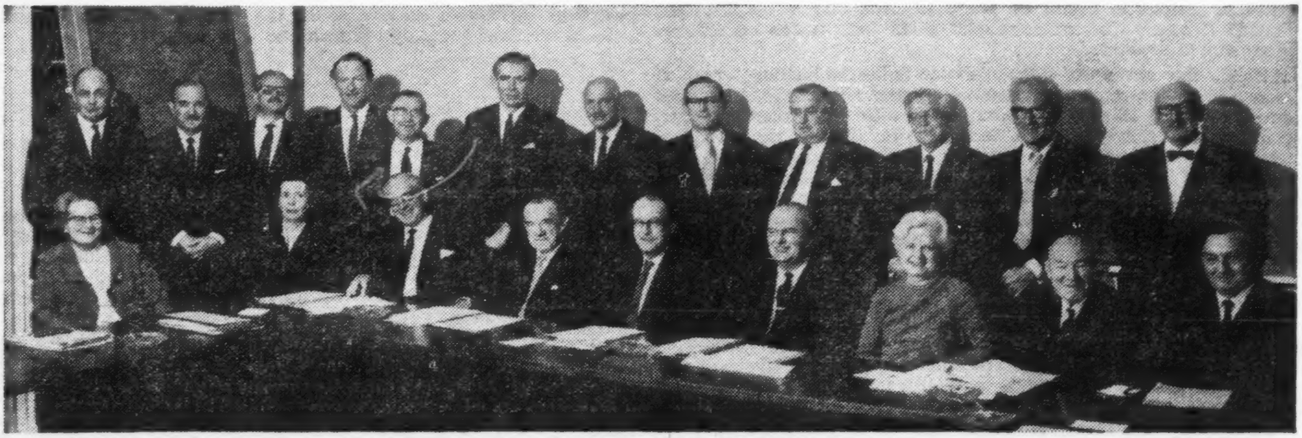
Copies of the above Notices can be obtained from Government bookshops or through any bookseller.

During the same period the Board have published details of authorized modifications of the following certified patterns:

Notice of Examination of Pattern Number	Description	Board of Trade Reference
50	Suspended weighing machine of 10 tons capacity	WM 228
679	Automatic weighing machine of 8 oz. capacity. Delivering predetermined loads	227
680	Automatic weighing machine of 3½ lb. capacity. Delivering predetermined loads	227
837	Beam-scale of 1 lb. capacity. Semi self-indicating	227
839	Automatic weighing machine of 252 lb. capacity. Delivering predetermined loads	228
851	Counter machine of 2 lb. capacity. Self-indicating and price computing	227
882	Platform machine 35 cwt. capacity. Self-indicating	230
885	Automatic weighing machine of 112 lb. capacity. Delivering predetermined loads	229 230
893	Common Measure (sand and ballast) of 4 cu. yd. capacity	227
943	Counter machine of 10 lb. capacity. Self-indicating and price computing	227
962	Platform machine of 17½ cwt. capacity. Self-indicating	229
990	Suspended weighing machine of 5 tons capacity	228
1044	Common measure	228
1059	Automatic weighing machine of 8 oz. capacity	228 229
1096	Counter machine of 2 oz. capacity. Semi self-indicating	229
1104	Weighbridge of 30 tons capacity. Self-indicating	227
1119	Brim measure	227
1139	Counter machine of 10 lb. capacity. Semi self-indicating and price computing	230
1177	Platform machine of 7 cwt. capacity. Self-indicating	227
1205	Counter machine of 14 lb. capacity with mechanical feeding arrangements. Semi self-indicating	229
1213	Automatic weighing machine of 2 cwt. capacity	227
1226	Liquid flowmeter of 20 gallons capacity	227 228 230
1244	Liquid flowmeter of 999½ gallons capacity	227
1267	Can filling machine of 1 quart capacity	227
1284	Liquid flowmeter of 99½ gallons capacity incorporating a price computing mechanism	230
1301	Liquid flowmeter of 99½ gallons capacity	228 230
1311	Counter machine of 20 lb. capacity. Self-indicating and price-computing	230
1324	Liquid flowmeter of 99½ gallons capacity	227 229 230
1337	Liquid measuring instruments of 1 gallon capacity fitted with a thermal compensating device	227
1339	Counter machine of 6 lb. capacity fitted with a taring device. Self-indicating	230
1342	Liquid flowmeter of 9½ gallons capacity	230
1358	Liquid measuring instrument of 1 gallon capacity	227 229
1370	Counter machine of 9 lb. 15⅞ oz. capacity. Self-indicating, price-indicating and ticket-printing	228
1386	Liquid flowmeter of 999½ gallons capacity	230
1391	Counter machine of 15 lb. capacity. Self-indicating and price-computing	227
1401	Automatic weighing machine of 1 lb. capacity	228
1413	Liquid flowmeter incorporating price-computing and remote indicating mechanisms	227
1414	Liquid flowmeter incorporating price-computing and remote indicating mechanisms	230
1424	Platform machine of 1,000 lb. capacity. Self-indicating	228
1428	Self-indicating balance of 1,000 C.M. capacity	230
1429	Counter machine of 1 lb. capacity. Semi self-indicating	229
1436	Beer measuring instrument	228
1443	Counter machine of 12 lb. capacity. Self-indicating, price computing and ticket printing	227 228 229
1444	Counter machine. Self-indicating and price-computing	229
1456	Automatic weighing machine for registration and summation of loads	230
1470	Liquid flowmeter with a remote ticket printing mechanism	229
1474	Railway weighbridge for weighing loads in motion	227 228
1477	Counter machine. Self-indicating and price-computing	227
1478	Liquid flowmeter with price computing mechanism	227 228 229
1489	Liquid measuring instrument for beer or cider	229
1491	Automatic weighing machine	228 230

Copies of WM 227, WM 228, WM 229 and WM 230 can be obtained from the Controller, Standard Weights and Measures Department, 26 Chapter Street, London, S.W.1.

BSI's NEW EXECUTIVE BOARD



The prominent industrialists shown here forming the new Executive Board of the British Standards Institution, met recently for the first annual general meeting in their new structure. Left to right, standing, are: Brigadier R. A. Blakeway, OBE; Mr. N. F. Marsh, CBE; Mr. K. McLaren; Mr. T. W. Howard; Mr. G. B. R. Feilden, CBE, FRS, deputy director-general, BSI; Mr. K. M. Wood; Mr. P. H. Dunstone; Mr. K. C. Hunt; Mr. H. A. R. Binney, CB, director-general BSI; Mr. A. H. A. Wynn, and Mr. S. E. Goodhall. Left to right, seated, are: Miss M. Hardie, secretary of BSI; Miss E. Ackroyd; Mr. C. H. Colton; Mr. G. H. Beeby, chairman BSI; Mr. P. L. Cocke; Mr. C. Needham; Mrs. A. Stanley, JP; Lord Carron, and Mr. C. G. Cruickshank.

Two new Board of Trade factories for Lesmahagow

MR. ROY MASON, President of the Board of Trade, has announced two new industrial developments for Lesmahagow.

To provide additional manufacturing space for John Skelton (Scotland) Ltd., part of the Bear Brand organization, Scottish Industrial Estates Corporation are to build on behalf of the Board of Trade a factory of 20,400 sq. ft. The company already occupies about 70,000 sq. ft. of factory space at Lesmahagow, but additional manufacturing capacity is required to meet a growing demand for its knitwear products. The present labour force of over 500 is expected eventually to increase by about a further 260 as a result of this expansion.

A 15,000 sq. ft. advance factory is also to be built at Lesmahagow under the Special Development Area provisions announced by the then President in November 1967. These included a 'rolling programme' of advance factories for the designated areas. The two factories already built in the Lesmahagow area (at Douglas) have been allocated.

More assistance for the development areas

A RECORD NUMBER of projects in the development areas were offered Board of Trade assistance under the Local Employment Acts in the year 1968/69. This is revealed by the Board's ninth annual report on Local Employment Acts 1960-66, published on October 14. Assistance totalling nearly £55 million was offered to 2,400 projects which are expected to provide 75,000 jobs in the development areas. The assistance was £8 million higher than last year, and brings the total amount offered under the Acts since 1960 to nearly £317 million and the expected employment to about half a million.

Again, building grants (£21·6 million) were the largest form of assistance followed by loans (£17·7 million) and factories (£13·9 million). There was a big increase in the year in assistance to the northern development area (£17·0 million): this area and Scotland (£17·4 million) each took over 30 per cent of the total amount offered. Assistance to Welsh projects (£11·9 million) for the fifth year running represented a growing proportion of the total, offers to the south west (£1·7 million) more than doubled and offers to Merseyside (£6·8 million) were also higher.

Engineering (£15·3 million) was offered more than any other industry, followed by the service industries including hotels and catering (£8·1 million), textiles, clothing and footwear (£4·8 million), food, drink and tobacco (£3·5 million) and the motor vehicle industry (£2·5 million).

In the special development areas 31 firms were offered 5-year rent-free periods in Board of Trade factories and in 34 cases the Board's Advisory Committee recommended that the new operational grant should be offered.

The development areas' share of all new industrial building for which industrial development certificates were issued has remained at about one-third, some 38 million square feet (a third more than last year) being authorized in these areas. Certificates for about 5½ million square feet, mainly in the South-East and the Midlands, were refused.

Copies of the Report (HCP 392) 'Local Employment Acts 1960 to 1966. Ninth Annual Report by the Board of Trade for the year ended March 11, 1969' are available (price 2s. 3d.) from HMSO 49 High Holborn, London, W.C.1 and branches, or by post (price 2s. 8d.) from HMSO, PO Box 569, London, S.E.1.

Notes: The main purpose of the Local Employment Acts 1960/66 is encouragement of the growth and proper distribution of industry in Great Britain. Similar legislationis operated by the Northern Ireland Government.

Under the Acts the Board of Trade are empowered to give assistance to projects which will provide employment for the development areas. They may:

(i) acquire land and buildings, and build factories and other premises for rent (in certain cases with a rent-free period of, usually, two years) or purchase;

(ii) make loans and grants for the general purposes of undertakings, including provision for acquiring shares or stock;

(iii) make grants of up to 25 per cent, or in special circumstances up to 35 per cent, of the cost of providing premises.

For certain new projects in the Special Development Areas the Board may also give rent-free periods on Board of Trade factories of up to five years, and operational grants for the first three years calculated at 10 per cent per annum of cumulative expenditure incurred on eligible buildings and plant and machinery less any building or investment grants.

As announced in October 8 issue of the *Board of Trade Journal*, the Board's distribution of industry functions are shortly to be transferred to the Ministry of Technology.

New industry for Bala

THE BOARD OF TRADE are to build a factory of 21,000 sq. ft. at Bala, Merionethshire, for Boddis (Old Hill) Ltd., of Cradley Heath, Worcs. Boddis (Old Hill) Ltd., is a private company which was established in 1911, and manufacture tubular steel scaffolding, trench struts, etc., and other specialized equipment. They also undertake steel presswork for a variety of industries. They employ about 100 people in premises totalling nearly 50,000 sq. ft. at Cradley Heath.

Due to expanding demand for their products, particularly scaffolding, increased production facilities are urgently required. The company will use the new factory to expand their production of building props and trench struts and, when fully operational, about 70 people, 55 of whom will be men, will be employed.

The factory will be constructed by the Welsh Industrial Estates Corporation, on behalf of the Board of Trade, at the former railway station yard on the outskirts of the town on land being acquired from the Bala Urban District Council. The site was originally selected as the location for a Development Commission advance factory of 10,000 sq. ft. and which was announced by the Mid-Wales Industrial Development Association on April 25; this will be replaced by the larger development for Boddis Ltd.

The firm have paid tribute to the assistance they have received from the Mid-Wales Industrial Development Association (who first introduced them to the area) and to the Board of Trade. It is expected that the factory will be ready for occupation towards the end of next year.

Plastics firm to occupy advance factory at Houghton-le-Spring

THE BOARD OF TRADE announced on October 17 that a 25,000 sq. ft. advance factory being built for them by the English Industrial Estates Corporation on the Houghton-le-Spring Industrial Estate has just been allocated. The company which is to occupy these premises is a member of the Joseph Lucas Group and will manufacture a wide variety of engineered, large size, moulded plastic components.

Approval has already been received for the construction of an extension to double the size of the building and the complete unit should ultimately employ 142 men and 48 women.

Increased production space at Plessey's Northern Ireland factory

IMPORTANT PLANS for an extension to the Plessey Telecommunications Group factory at Ballynahinch, 15 miles south of Belfast, in Northern Ireland, have been announced. The new extension will improve overall facilities and increase the total production area at the factory, which currently manufactures advanced electronic telephone exchange equipment.

The new extension will be a single storey building, covering approximately 15,000 sq. ft. and, in addition to increasing the production area, will consolidate the stores and offices on one site. At present stores and offices for the factory are at three locations in Ballynahinch. The increased production area will be used for the manufacture of additional electronic telephone exchange switches to help meet the increased demand for this equipment from both home and overseas markets.

The building will be erected by the Northern Ireland Government, from whom the present factory is leased by Plessey. Work is expected to start in the near future and the building is due to be completed early next year.

Aviation and Shipping

Restriction of night jet movements at Heathrow and Gatwick Airports

Mr. ROY MASON, President of the Board of Trade, has decided that night flying at Gatwick Airport cannot continue unrestricted, but does not propose to introduce restrictions for 1970. A full review of night movement trends at Gatwick Airport is to be made, and pending this the Board is to increase surveillance of movements there by monitoring approaching aircraft. He has also decided to continue unchanged the present restriction on summer night jet movements at Heathrow Airport.

The Board of Trade recognize that to allow the growth of night jet traffic at Gatwick to continue unchecked at its present rate could lead to an intolerable noise situation. While no restriction is proposed for 1970 traffic, a full review of trends will be undertaken next spring to consider limitations for 1971 and beyond.

The noise disturbance at Gatwick is causing concern, though it remains at present substantially less than at Heathrow. Pending the completion of the review, the Board of Trade is increasing its surveillance by introducing equipment to monitor the height of aircraft on approach. This equipment should be in operation in the next week or two. There has been a welcome improvement in the observance, since their introduction last summer, of noise abatement procedures at Gatwick as pilots become more familiar with them.

The Gatwick arrangements were announced in answer to a Parliamentary Question on October 13. The President's decision to restrict night flights in the future is the result of discussions with the Gatwick Airport Consultative Committee. The Committee had represented to the Board of Trade that residents in Surrey and Sussex had been forebearing, but emphasized the concern they felt at the rate of traffic growth and their fear that this and its attendant disturbance would continue uncontrolled.

The President has also decided to continue unchanged for the summer of 1970 the restriction on the number of night jet movements at Heathrow Airport at 3,500 movements. It will be the sixth year that summer night jet movements at Heathrow have been held down against a background of expanding traffic and a steadily increasing proportion of jet traffic as older, non-jet aircraft are retired. This imposes a heavy cost burden on the civil aviation industry, and inconveniences air travellers, but the Government is of the view that this price has to be paid for the relief from disturbance that this strict limit affords to the many people living near the airport.

Mr. Goronwy Roberts speaks at IMCO Sixth Assembly

TRIBUTE WAS PAID to the Maritime Safety Committee and its subcommittees by Mr. Goronwy Roberts, Minister of State, Board of Trade, at the opening of the Sixth Assembly of the Inter-Governmental Maritime Consultative Organization (IMCO) on October 15. Mr. Roberts spoke of the excellent work of the committee, particularly in completing and bringing fully up to date the Convention on Safety of Life at Sea and other important technical work.

'The work that is going on in your tenth year shows too that there has been no slackening of pace,' said Mr. Roberts. 'In May and June of this year a conference was held under the auspices of IMCO at which agreement was reached on a Convention on Tonnage Measurement, which will impinge on many interests. IMCO is to be congratulated on what must be regarded as a notable achievement in a difficult field.

'Another field in which excellent work has been done during this year is that of oil pollution. Following the "Torrey Canyon" incident, at the suggestion of the United Kingdom, a large number of studies, both technical and legal, were carried out by your organization. It is no mean feat for your legal committee to have achieved the preparation of two complicated international maritime conventions in public and private law. Many of you will be taking part in the conference in Brussels in November which we hope will see the culmination of this aspect of the work. IMCO has over the years taken a leading role in the marine pollution field and HMG sees great advantage in its continuing to do so. Pollution of the environment, of which the sea is after all a major part, is clearly a subject to which all governments are paying more and more attention in formulating their policies.

'Another aspect of your work which has been strengthened during the past year has been that of technical assistance. I am sure that the establishment of a Technical Assistance Sub-Committee will be helpful to member countries over the next few years in a field in which there is so much to be done.'

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

MONDAY, OCTOBER 13

Night jet traffic at Gatwick

Mr. Roy Mason, President of the Board of Trade, was asked if, in view of the rapid increase of traffic at Gatwick Airport, he would impose a limit on night jet flights there between the hours of 11.30 p.m. and 6 a.m. similar to the limit imposed by him at Heathrow. Mr. Mason answered: 'I recognize that to allow the growth of night jet traffic at Gatwick to continue unchecked at its present rate could lead to an intolerable noise situation. While I propose to put no restriction on 1970 traffic, a full rewiew of trends will be undertaken next spring to consider limitations for 1971 and beyond.'

(See also notice above)

Bahamas Airways

Asked whether he would support the application of Bahamas Airways for air services between Nassau and Grand Cayman and Central America, Mr. Goronwy Roberts, Minister of State, Board of Trade, replied that Bahamas Airways was already licensed to fly between the Bahamas and Grand Cayman. The Bahamas authorities had not asked the Board of Trade to take steps with foreign countries to allow services to Central America.

Aircraft movements at Heathrow

The following information was given by Mr. Roberts answering questions on the total number of aircraft movements at London Airport, Heathrow, in 1964, 1965, 1966, 1967 and 1968; and the total number of movements in the months of July, August and September, respectively, in each year and in 1969:

	Number of aircraft movements*			
	Year	July	August	Sept.
1964	187,784	19,797	19,936	19,159
1965	206,336	22,060	21,720	20,844
1966	224,099	23,808	23,625	22,693
1967	236,449	24,385	24,298	23,363
1968	247,498	25,693	25,660	24,395
1969	..	26,856	26,090	25,194 p

* An aircraft movement is a landing or a take-off.
p = Provisional.

Hewlett-Packard noise monitoring system

A Member asked what study had been made of the Hewlett-Packard computerized aircraft noise monitoring system installed at Stuttgart, and whether steps would be taken to ensure that a similar system was installed at Heathrow. Mr. Roberts said a decision in principle to install an automatic system of noise monitoring at Heathrow had already been taken, and tenders would be invited when studies for the specifications were completed. The Hewlett-Packard system was under consideration in this context.

Non-smoking compartments in aircraft

Answering a suggestion that in view of the increase in the number of multi-compartments aircraft he should propose to other airline operating countries the provision of separate compartments, if necessary at a small extra charge, for small children and non-smokers, Mr. Roberts said: 'This is a matter for the commercial judgment of the airlines, but we are drawing the attention of the Air Corporations to the hon. Member's suggestion.'

(Continued on next page)

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING, *continued*

Search and Rescue Organizations

Mr. Roberts was asked whether, in view of the recommendations in the Countryside Commission's Special Study Report, Volume I, paragraphs 166-171, on Water Safety, he would invite the Committee reviewing the Search and Rescue Organizations in the United Kingdom to expedite its report. He answered that the Committee was aware of the serious problems raised by the rapid growth of water-based recreation in coastal areas. It hoped to report by the end of the year.

Stansted Airport

Asked to state the number of passengers and weight of freight leaving and arriving at Stansted Airport in 1964 and 1968, respectively, Mr. Roberts said in 1968, 72,000 air passengers departed from Stansted and 74,000 arrived: in 1964 the figures were 46,000 and 47,000 respectively. Freight set down in 1968 was 850 metric tons and 1,660 tons was uplifted. In 1964, six tons were set down and 150 tons uplifted.

TUESDAY, OCTOBER 14

Aircraft noise

Answering a request to publish a table comparing the amount of aircraft noise suffered by residents in the area of Heathrow with that suffered at Gatwick and elsewhere in the country, Mr. Roberts said: 'I have placed in the library copies of maps illustrating by use of noise and number index contours the noise exposure at Heathrow in 1967 and that expected at Gatwick in 1972. It is not practicable to provide this information in tabular form or, in the time available, to produce maps relating to a common year.'

Aircraft crash at Manchester Airport

A Member asked what report had been received from the Chief Inspector of Accidents on the cause of the crash of the British Midland Viscount aircraft at Manchester Airport earlier this year. Mr. Roberts said, 'The Chief Inspector of Accidents has not yet submitted his report; his investigation is continuing. However, he has established that the co-pilot was carrying out an exercise involving a simulated engine failure during take-off under the supervision of an experienced training captain. Shortly after an apparently normal lift-off control of the aircraft was lost, with the result that it rolled on to its back, diving to the ground in an inverted attitude. So far no explanation for the aircraft getting beyond the control of the pilots has been found.

'A detailed examination of the wreckage has failed to reveal any technical defect or pre-crash mechanical failure. It is now known that the flight data recorder was not functioning during the take-off. The absence of any evidence from this important source is severely hampering the investigation.

'The chief Inspector is in consultation with the manufacturers and the Royal Aircraft Establishment in an endeavour to determine reasons for the loss of control occurring shortly after the aircraft became airborne. However, from the limited evidence available he considers that at present it appears unlikely that a complete explanation of the cause of this accident will be established. In view of the difficulties facing the investigators, it will be some time before he will be in a position to submit his report.'

Holland-Martin report

The President was asked to make a statement on the implementation of those recommendations of the Holland-Martin Report which did not require legislation. He said: 'Discussions on the implementation of the recommendations in the Holland-Martin Report were initiated at a meeting with both sides of industry on August 13. At this meeting it was agreed to put in hand as a matter of urgency discussions between Government Departments and the industry, and within the industry itself, on the implementation of each category of recommendations. These discussions are now proceeding. About three-quarters of the recommendations do not require legislation, and in the course of the discussions it is intended to seek agreement on the action needed to implement them.'

Aircraft noise

Mr. Roberts was asked how the amount of aircraft noise suffered by residents under the glide-path and take-off areas at London Airport, Heathrow, compared with that endured elsewhere in the country in terms of the numbers of persons affected and the frequency of noise impact from passenger- and cargo-carrying aircraft. He said many more people lived near Heathrow than any other United Kingdom airport, but statistics of the number of persons affected by take-off and approach flights were not available. 228,693 air transport movements took place at Heathrow in 1968 which was more than six times the number at our next busiest airport.

The Edwards Report

Replying to a question on the possibility of devolving the operation of the Highlands and Islands airports to a more locally-orientated organization supported by Government grant Mr. Roberts said this and other related suggestions made in the Edwards Report were being considered. As the Report recognized the future of these airports could not be considered in isolation from that of the air services which they helped to support.

Answering a further question whether, in view of the fact that airlines did not operate in a free market, the recommendation of the Edwards Committee that airport charges should be approved by the authority responsible for fixing airline fares and rates should be accepted, Mr. Roberts said: 'I am afraid that my hon. Friend must await the publication of the Government's White Paper to learn our views on this.'

National Union of Seamen

The President was asked if he was yet in a position to state the result of his consequent plans resulting from his communications from and interviews with the National Union of Seamen on the findings of the committee on containerization. Mr. Mason said, 'My hon. Friend, the Minister of State, had a very useful talk with officials of the National Union of Seamen in July. I will take full account of the Union's views when I receive the report of Lord Rochdale's Committee of Inquiry into Shipping.'

Economic Trends

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

Industrial Development Act

A Member who asked what was the value of the largest grant made to an individual firm under the terms of the Industrial Development Act to date; and what had been the highest cost to public funds of investment grant per job created in an individual development, was told by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, that it would be contrary to established practice to make public the amount of grant received by an individual firm. The answer to the second part of the Question was that investment grants were related to expenditure incurred on capital investment and not the number of additional jobs created.

WEDNESDAY, OCTOBER 15

National Film Finance Corporation

'As my predecessor announced on August 5, the life of the National Film Finance Corporation will be extended. Detailed proposals will be made known shortly,' said Mr. Roy Mason, President of the Board of Trade, answering a Member who stated that the National Film Finance Corporation was having to reject opportunities for lucrative investment in British films and that the decline in United States investment meant that failure to place the National Film Finance Corporation in funds would entail a sharp decline in British film production and loss of dollar earnings.

Fixed investment in British industry

A Member who asked what was the present annual rate of fixed investment in British industry as a proportion of gross national product, was told by Mrs. Gwyneth Dunwoody, that at current prices fixed investment by manufacturing industries, the distributive and service trades and the shipping industry accounted for 8.5 per cent of gross national product over the year July 1968 to June 1969 inclusive.

CS gas

'CS gas is not separately distinguished in the trade statistics,' said Mrs. Dunwoody, in answer to a question on the value of CS exports in 1960 to the latest convenient date; and by how much this amount exceeded or fell short of the comparable amount in 1968.

Answering a request that the President should seek powers to ensure that every consignment of CS exported was accompanied by operating instructions in the language of the country of destination, Mrs. Dunwoody said, 'We have the powers, but see no reason to adopt my hon. Friend's proposal if, by operating instructions, he means instructions as to the circumstances and quantities in which CS equipment should be used. This method of riot control has been practised for many years in a large number of countries, and we are advised that the procedures are well known.'

Registered caravan sites

Asked to publish lists of registered caravan sites graded according to amenities provided, for the use of holiday-makers from within and without the United Kingdom, Mrs. Dunwoody said it would be open to the Tourist Boards established under the Development of Tourism Act 1969 to publicise caravan and other facilities for tourists as they saw fit.

The Companies Act

A Member suggested that the Companies Act should be amended to compel companies in receipt of development grants to disclose in their annual returns details of expenditure of such grants in order to disclose any wasteful expenditure. Mrs. Dunwoody replied: 'No, Sir. The conditions attaching to investment grants and building grants are designed to ensure that these grants are used effectively for the purposes which the legislation intended.

Frozen fish fillets

Answering a question on progress made in resolving the frozen fish fillets dispute with Norway and Denmark during the London talks of September 25 and 26, Mrs. Dunwoody said the meeting with our Scandinavian partners and Iceland at the end of September was one of a series of negotiations on the EFTA regime for frozen fish fillets from January 1, 1970. There were to be further discussions next week and she was unable at this stage to anticipate the outcome of these negotiations.

Import of cotton textiles

A Member asked what consultations took place with the Commonwealth countries concerned before the President's announcement of the decision to impose a tariff of 15 per cent on the import of cotton textiles. Mrs. Dunwoody said it was not intended to introduce a tariff on imports from the Commonwealth Preference Area until January 1, 1972. This gave ample time for all necessary consultations.

Trade between North-east Scotland and Scandinavia

The President was asked to state his plans for improving trade relations between North-East Scotland and Scandinavia following from the visit of the Prime Minister to Scandinavia last July. Mrs. Dunwoody replied: 'I hope that firms in North Eastern Scotland will make increasing use of the comprehensive export promotion services of the Board of Trade and the Export Council for Europe. In particular I hope that they will be well represented in the British Trade Drive in Finland throughout 1970 and at the three British Shopping Weeks recently announced for Sweden in 1970.'

Amusement machines

A Member asked why the President was unable to list the exports of all types of coin- or disc-operated amusement machines and parts, including fruit machines, etc., and coin-operated gramophones; and whether in future in addition to the details of imports of these types of machines he would arrange for figures of exports to be published in the Annual Statement of Trade of the United Kingdom. Mrs. Dunwoody answered that separate export headings for these items had not hitherto seemed justified by the amount of trade involved. However, beginning with 1970, separate figures would be published in the Annual Statement of Trade and, if their size warranted it, in the monthly accounts.

Advance factory in Sunderland

'Negotiations with a prospective tenant are still proceeding,' said Mrs. Dunwoody asked to make a further statement on the advance factory in Sunderland, at present unoccupied.

Public sector purchasing

Mr. John Diamond, Chief Secretary to the Treasury, made a statement on public sector purchasing (*Hansard* cols. 405-410).

Public companies controlled overseas

Mrs. Dunwoody was asked what was the number and total capital value of public companies whose controlling interest is held by persons or institutions with a foreign domicile; and what were the corresponding figures for 1964 and 1966.

She gave the following information:

Industrial and commercial companies controlled overseas

Figures are available only for industrial and commercial company groups, both private and public. The number of such groups controlled overseas is approximately 2,000.

More detailed figures are available only for large companies. The following table gives figures for companies, with net assets of £½ million or more, or income of £50,000 or more, in 1964, which are controlled overseas, excluding companies whose main interests are in agriculture, shipping or property. The companies for which figures are given in the table represent much the greater part of the total capital values for all overseas controlled companies.

End of	Number of company groups	Value of net assets*
		£ million
1964	421	1,868
1966	413	2,420
1967	411	2,435

* Fixed assets plus current assets less current liabilities.

THURSDAY, OCTOBER 16

UK trade figures

Asked to publish figures showing the corrections that have to be made to the corrected trade figures to arrive at the correct trade figures for recent months, Mrs. Dunwoody said 'The information is given in Note (d) of the press release on trade in September, issued on October 13, 1969, a copy of which is in the House of Commons Library, and it will also be published in the *Board of Trade Journal* of October 22, 1969.' (See page 1093.)

Price of talcum powder

Stating that talcum powder purchased at prices between £18 to £35 per ton is sold at retail prices between £345 to £27,238 per ton; a Member asked if this would be referred to the National Board for Prices and Incomes. Mrs. Dunwoody replied that the figures of £18 to £35 per ton referred to the cost of the crude raw material bought in bulk. They could not be directly compared with the price of the finished product including, amongst other things, purchase tax. The NBPI examined manufacturers' prices of toilet preparations and reported on June 3, 1969. This report (No. 113) gave some facts on the relationship between material costs and retail prices. She did not think a further reference so soon would be appropriate.

Government surplus sales by auction

MINISTRY OF DEFENCE

Date	Stores	Location	Auctioneers
October 29	Vehicles and miscellaneous stores	Auctioneers Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).

Austin K2 Vans; Land Rovers; Ford 500E 2-ton Vans; Ford and Thames ET6 5-ton Vans; Morris J2 Mini-Buses; Brockhouse Trailers; Morris LDM30 Commercial Van; miscellaneous wireless receivers and spares; fire pump equipment; portable hand cranes; hydraulic conveyor; pneumatic hoists; telescopic screw jacks; wooden boxes; aluminium tinplate for boxes; miscellaneous hand tools; batteries; vehicle spares; large quantity linen-backed litho paper; miscellaneous crockery and kitchenware; furniture including, sideboards; chests of drawers; filing and bathroom cabinets; lockers; chairs; tables; wardrobes, etc.; clothing and textiles including, battle dress; ankle boots; shirts; shorts; serge jackets and trousers; carpets; curtains; blankets; mattresses and pillow slips; sheets; kitbags; linoleum, various sizes; woollen rags, etc.; and large assortment of miscellaneous general stores.

November 4--5	Miscellaneous stores, vehicles	Central Ordnance Depot, Bicester	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).

Vehicles including, Morris LDM 30 Van; Ford 2-ton and 5-ton Vans; Morris Mini-Buses; Land Rovers; Mack Truck with Atkinson Gritter Body and Vee Plough; Ford and Douglas Snow Ploughs; Road Sweeper; Dennis Fire Pump Trailers; Brockhouse Trailers; Lorry Mounted Crane; Dumpers; fire fighting equipment; lathes; electric oven; centrifugal pumps; telescopic screw jacks; ratchet jacks; concrete mixers; engines; fuel pumps; rectifier; carpenters tool bags; stone breaking, claw, scaffolders and sledge hammers; shoe repair materials; electrical, engineering and vehicle equipment and spares; tyres, etc.; large quantities of clothing and textiles including, khaki rubberized coats; fawn raincoats; mackintoshes; white jackets; trousers and shorts; khaki trousers; motor cyclists pantaloons; women's khaki coats; greatcoats; shirts; vests; drawers; ankle boots; haversacks; bivouac tents; tenting equipment, etc.; miscellaneous badges, titles and buttons; furniture including, tables; lockers; sideboards; dressing tables; carpets; crockery, etc., and a large quantity of miscellaneous stores.

November 12	Vehicles and miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292).

Morris Mini-Buses; Thames 2-ton Vans; Land Rovers; Austin Vans; Brockhouse Trailers; Ford 'Snogo' Rotary Snow Ploughs; Mack Trucks with Grit Spreader, Bodies and Winches; Atkinson Diesel Trucks with Grit Spreader Bodies and Angledozer Blades; a 'Unimog' with Air-cooled V6 Diesel Engine; machine and hand tools including, bench grinders; bending machines; presses; crimping and riveting tools; bolt croppers; pneumatic drills; electric saws; vices; augers; chisels; hammers; jacks, etc.; electrical items including, oscilloscopes; rectifiers; junction boxes; valves; batteries; heaters; cable; loudspeakers; indicators; test sets, etc.; gyro units; stop and pocket watches; binoculars; clothing and textiles; office and household furniture; telephones; oxygen spares; engine covers; rack assemblies; canvas delivery hose; wooden boxes; bedding; carpets; table linen; kitchen utensils; cutlery, etc.; large quantities of miscellaneous stores.

November 18	Vehicles and miscellaneous stores	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH (Tel. 0532 20898).

Thames and Austin Vans; Land Rovers; Morris Mini-Buses; Brockhouse 2-wheeled Trailers; fork lift trucks; pallet transporters; lathes; grinding machines; generating and charging plants; welding plant; transporting and lifting equipment; compressors; hot dip tanks; lubricating, spraying and washing plant; dynamometers; telephone cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; firefighting equipment including lengths of delivery hose; trolley hydraulic and screw jacks; binoculars; watches; ironmongery; household and kitchen equipment; steel and wooden boxes; jerricans; buckets; electric fires; motor vehicle assemblies; spares and equipment; sandbags; tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kit bags; camp equipment; clothing including, greatcoats; raincoats; battle dress; shirts; jerseys; boots and shoes, etc.; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

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Four spindle bar autos; pillar and radial drills; plain, surface, centreless and tool and cutter grinders; capstan, centre and multi-tool lathes; horizontal, vertical, universal and profile millers; presses; spot welders; thread rolling, sawing, tapping machines. Located at Radway Green, Cheshire (Tender No. 2536) and Enfield, Middlesex (Tender No. 2537). Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A), First Avenue House, High Holborn, London, W.C.1. Tender must be returned as follows:

No. 2536 by 10 a.m., November 13, 1969.
No. 2537 by 10 a.m., November 27, 1969.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
November 4	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. **View days:** Day preceding and morning of sale.

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New Books

Croner's Basic Data for Overseas Market Research, compiled and edited by R. K. Bridges. (378 pages. Croner Publications Ltd., 46-50 Coombe Road, New Malden, Surrey. £3 5s.; by post £3 10s.) Concise basic information on a country is always useful to export market researchers in the initial stages of any piece of desk research, and there are several ways in which this data can be obtained. First and foremost for British businessmen is the Board of Trade's *Hints to Businessmen,* a series of free booklets giving guidance on particular markets. These can be supplemented by the United States Bureau of International Commerce's *Overseas Business Reports* (listed in *Hints to Businessmen* and available at 2s. from the Statistics and Market Intelligence Libary, Board of Trade, Hillgate House, 35 Old Bailey, London EC4. Tel. 01-248 5757, Ext. 368). The general statistical yearbooks of the country concerned can also be used, and occasionally commercially produced guides designed to give an international coverage are published: e.g. the *Institute of Directors Guide to Europe* (277 pages. Published by Thornton Cox, distributed by Hutchinson, Church Road, Tiptree, Essex. £3 10s.) reviewed in the *Board of Trade Journal,* June 14, 1968, page 1790; the *Concise Guide to International Markets* 1969 (392 pages. International Advertising Association UK Chapter, c/o Napper, Stinton, Woolley Ltd., 15-19 Great Chapel Street. London W1V 4AX. £7 7s.), reviewed in the *Board of Trade Journal,* September 3, 1969, page 612; and the *Exporter's Year Book* (404 pages. Benn Brothers (Marine Publications) Ltd., 7-17 Jewry Street, London EC3. £5 5s. including a monthly copy of *Export Management* which keeps the *Year Book* up to date). The work noted here is primarily intended, according to the introduction, 'for the firm wishing to carry out market research within its own resources' and it does provide the basic facts about most countries of the world under such headings as area, currency, population, foreign trade and marketing channels. These would however only provide initial 'leads' and the titles of a number of additional information sources have therefore been listed. An introductory article on undertaking market research is also included which briefly mentions the principal export organizations such as the Export Services Branch, Chambers of Commerce and Banks. The main advantage of this type of guide is the presentation of some facts, figures and addresses in a handy volume, but inevitably it suffers from the disadvantage that the information rapidly becomes dated. Although this point has been recognized in an editor's note, no plans appear to have been made either to publish revised editions of the volume as a whole or to update the information is contains. Rather surprisingly the publishers have chosen to issue this work as a bound volume, although they have published a number of other reference works (including *Croner's Reference Book for Exporters*) in loose-leaf form and provide a regular service of replacement pages containing up-to-date information. The lists of additional published sources, too, are disappointingly short. Only a few statistical sources are noted and more comprehensive lists can usually be found in the *Hints to Businessmen* series. One also notes with regret the inclusion (page 24) of such out of date publications as the discontinued Board of Trade series of *Overseas Economic Surveys*: the last survey for Australia was published in 1955.

In recent years the governments of the West have been taking positive steps to promote business relations with Eastern Europe. Some successes have been achieved, but there are still obstacles, some of which spring from an inadequate knowledge of various East European markets. In order to help surmount some of these obstacles, Business International has just published *Developing the East European Market* (7 volumes. Business Europe, 54 bis, Route des Acacias, 1227 Carouge/Geneva, $60.00.) The first volume (price $50.00) is a general survey of the East European market, which includes Czechoslovakia, Hungary, East Germany, Poland and Bulgaria. It describes, concisely, the government and economic structure, foreign trade organizations, size of markets and regional economic integration. Suggestions are made on sales strategy and selling processes, and a description of requirements for licensing patents is given. The other six volumes, each dealing with a particular country (price $15.00 each), survey the natural and human resources, evaluate each market and list, in appendices, foreign trade organizations, state corporations, hotels and advertising media. A brief description of arbitration procedures is also given.

There is a constant demand for lists of directories either for particular products or for particular countries or groups of countries. *Croner's Trade Directories of the World.* (Croner's Publications, Queen's Village, New York) has for long been the principal tool for meeting demand on a worldwide basis. Other guides, such as Henderson's *Current British Directories* (CBD Research Ltd.), confine themselves to individual countries. **Current European Directories,** edited by G. P. Henderson (222 pages. CBD Research Ltd., 154 High Street, Beckenham Kent, BR3 1EA. £6), which has just been published, will help a great deal in identifying European directories. This book, arranged in three parts, provides a practical guide to directories and other sources of directory information. Section I lists directories by countries; section II is a list of specialized directories arranged alphabetically by title, with references to the works listed in Section I; and section III is an analytical index ~~in~~ English French and German. Each entry gives the following information: title; alternative title in other languages and, where necessary, an English translation of the title; name and address of publisher and agents abroad; frequency of publication; coverage; and other bibliographical details.

Port of London: Shipping Services to Overseas Markets. Port of London Authority. (51 pages. Available free from the Marketing Manager, Port of London Authority, PO Box 242, Trinity Square, London EC3.) The Port of London Authority has now produced a new edition of its guide to shipping services in the port. It contains over 500 entries covering all the shipping routes from London. It lists the countries and ports covered, the shipping line, the owners or agents responsible for export cargo arrangements, the frequency of the sailings and the usual dock and berth from which the individual services operate. An analysis of *Port of London: Shipping Services to Overseas Markets* demonstrates to the reader that nearly 150 countries are directly served by ocean trade routes from the Port of London.

BEA Market Guide to Eastern Europe. (64 pages. Queen Anne Press, in association with British European Airways. 21s.) This volume complements the *BEA Market Guide,* reviewed in the *Board of Trade Journal* on July 2, 1969, page 19. It provides concise economic and marketing data on Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania.

(Continued on next page)

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Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

NEW BOOKS, *continued*

the USSR and Yugoslavia. The publishers announce that a revised edition of the ***BEA Market Guide*** is to be published every two years, as a single volume covering both the 23 European and Middle East countries in the original volume and the eight East European countries in this. All of these countries, except East Germany, are also covered by the Board of Trade's *Hints to Businessmen Visiting . . .* booklets, which are revised annually and are available free from the Export Services Branch, Board of Trade, Room C.07, Hillgate House, 35 Old Bailey, London EC4.

The Impact of Size, by Edward Goodman (113 pages. Published by the Acton Society Trust. Distributed by Research Publications Services Ltd., 11 Nelson Road, London SE10. 15s.) Mr. Goodman sees size as the problem of organization that above all others confronts the modern world. His purpose, in this study of human and economic values in modern industrial society, is to discover whether a reconciliation between the technological and administrative predisposition towards large scale and human preferences for the medium and small can be achieved; to examine the arguments for the large-scale and centralized and the reasons why traditional thoughts emphasizes the importance of the lesser and the decentralized; and to attempt to devise new structures, for example institutions that would confer the advantage of large-scale operation and of central organization on a large number of decentralized smaller units. The author's approach is philosophical, but the subject matter is applied economics. He pursues his theme by examining business take-overs and mergers, weighing the advantages of command-managements and large impersonal amalgamations against the advantages of decentralized initiatives and small work forces. A new industrial structure is proposed in which service corporations provide for every firm in an industry such services as bulk-purchasing and research, under the control of Industrial Commissions with quasi-judicial powers. The functions of these bodies are dealt with in some detail, and Mr. Goodman anticipates that they may be disputed. This thoughtful contribution to the literature of a very topical subject should encourage discussion.

The provisions of the Companies Act 1967 requiring the disclosure of additional financial information in the accounts of companies, and abolishing the privileges of the exempt private company, has enabled Dun & Bradstreet Ltd., the publishers (in association with Moodies Services Ltd.) of **Business Ratios** greatly to extend the indices of business performance published in that journal. *Business Ratios* was first published in 1966 (and was noticed on page 1571 of the *Board of Trade Journal* for December 23, 1966), and by 1968 the statistical section was analyzing the accounts of a sample of just over 500 companies, in 27 industry groups, to show 17 ratio indicators. Current plans are to derive some 36 ratios from an analysis of the accounts of 5,000 companies which will be classified in 130 manufacturing, distributive, transport and service groups. The first issue for 1969, which has recently been published, contains the first fruits of this expanded programme, with separate tables for quoted and unquoted companies. As well as the statistical section, there is a section of articles touching such topics as research and development in the pharmaceutical industry; diversification, mergers and profit stability; and problems in the interpretation of the accounts of unquoted companies. In line with the expansion of the periodical, the annual subscription for three issues has been raised to five guineas (obtainable from PO Box 17, Adelaide House, London Bridge, London EC4).

Other Publications

British Financial Institutions. Revised edition. Central Office of Information. *Central Office of Information Reference Pamphlet* 24. 75 pages. Available from HMSO at 7s. 6d.; by post 8s.

1968-1969 Ninth Annual Report of the European Free Trade Association. EFTA Secretariat, Geneva. 52 pages. Available free from EFTA Information Centre, Board of Trade, 1 Victoria Street, London SW1.

1969-1970 Shop Equipment and Shopfitting Directory. 240 pages. Equipment and Shopfitting News, Westbourne Publications Ltd., Crown House, Morden, Surrey. £1 15s.

Puck's Promise – A Short History of Television, by Nigel Rogers. *BBTA Occasional Papers* 4. 32 pages. Available free from the British Bureau of Television Advertising, Knighton House, 52/66 Mortimer Street, London WIN 7DG.

Regional Shopping Centres: Their Location, Planning and Design, by Colin S. Jones. 220 pages. Business Books. £5 5s.

Spicer and Pegler's Practical Auditing, by Walter W. Bigg. 15th edition. 700 pages. HFL (Publishers) Ltd. £2.

Standards of Retail Practice: Piece Goods and Clothing. 36 pages. Retail Trading – Standards Association, 356-366 Oxford Street, London W1. 7s. 6d. to non-members. 5s. to members.

Take-over: The Facts and the Myths of GEC/AEI Battle, by Sir Joseph Latham. 128 pages. Iliffe Books Ltd. £1 10s.

What Business is About, by Bertram White. 23 pages. British Productivity Council, Vintry House, Queen Street Place, London EC4.

Reports on science abroad

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2. (01-405 3422).

Research on Seaweeds and Fungi at the Atlantic Regional Laboratory, Halifax, Nova Scotia, by M. D. Ashton. 2 pages. *UKSM Report No.* 69/60. Research in marine agronomy (seaweed) and on fungi constitutes a large part of the activities of the National Research Council of Canada's Atlantic Regional Laboratory, which is located in Halifax, Nova Scotia. This type of activity is particularly suited to the laboratory, since it lies between fisheries and agricultural research, and considerable expertise has been built up by members of the laboratory staff over a number of years.

Eighth International Conference on Medical and Biological Engineering. Part I – The Impact of Engineering on Biomedicine, by H. K. Bourne. 5 pages. *UKSM Report No.* 69/61. This report discusses the need for purpose oriented fundamental research aimed at meeting practical biomedical goals. Some of the short-comings of biomedical research are pointed out and the need for a systems approach is discussed. National laboratories such as those of the AEC, which have a highly skilled and multi-disciplinary staff, are well suited for biomedical research. Modern techniques include the electrical stimulation of muscles, which has promising results in the treatment of stroke.

Eighth International Conference on Medical and Biological Engineering. Part II – Engineering in Surgery, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/62. Engineers have much in common with surgeons and are becoming essential in many fields. They have an important role in the design of patient monitoring equipment used for post-operative cure. Another important field is in research on bio-materials, as the new techniques in transplant and other surgical operations have increased the need for such materials.

Overseas Newsletters No. 16. 2 pages. This issue includes abtsracts of Reports received from the United Kingdom Scientific Counsellors abroad during July and August.

The 5th Annual Conference of the Marine Technology Society: The Decade Ahead, by M. D. Ashton. 5 pages. *UKSM Report No.* 69/54. Vice-President Agnew's Keynote Address to the opening session, and sessions on research and education in the 1970s and on marine materials for submersibles, which formed part of the 5th Annual Conference of the Marine Technology Society, are summarized in the report.

PLANNING CONVERSION TO DECIMAL CURRENCY
— A guide for management
published by the allied accountancy bodies, price 15/- post free, obtainable from the
Institute of Chartered Accountants in England and Wales,
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices	at current prices	at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	-39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	-47	75	95
1967															
2nd quarter	112	113	126	125	109	100	136	131	127	..	..	43	-10	1	15
3rd quarter	112	114	129	127	111	102	134	122	120	..	..	-33	-25	-10	-21
4th quarter	112	116	129	129	112	104	132	120	118	..	..	76	-30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	..	..	-74	-100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	..	..	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	..	..	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	..	..	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	..	..	117	120	-11	13
2nd quarter	114	123	140	141	112	104	131	135	134	..	..	22	7	-11	3
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August						105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing	Wholesale price index: manufacturing industry	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products; home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year								Series in thousands			4,983	4,211	
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*3·5*	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131 p	131·8	*5·4*	124·2	115·1	195·4	527	195		168	162	75
3rd quarter			132·0	*5·0*	126·3 p	116·3 p		581	192		167 p	173 p	
1969													
March	111	134	130·3	*6·3*	122·7	114·4	195·0	504	203		163	155	
April	117	134 p	131·7	*5·5*	123·7	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	*5·3*	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July		132 p	132·1	*5·3*	124·8	116·0	196·6	577	186		170	163	
August		134 p	131·8	*4·9*	127·1 p	116·2 p	197·0	585	192		165	180	
September			132·2	*5·1*	126·9 p	116·6 p		580	199		165 p	176 p	

† Not seasonally adjusted

General assessment of the economic situation

From the article on the economic situation to be published in 'Economic Trends', October 1969. (Note: Unless otherwise stated this report is based on seasonally adjusted data.)

WITH THE COMPLETION and publication of the national income and expenditure estimates for the second quarter a clearer picture of the behaviour of the economy in this period has emerged. The increase, in real Gross Domestic Product was probably comparatively small but the divergent movements of the various measures of GDP make interpretation difficult. Exports rose strongly (exports of goods and services increased about 4 per cent by volume) and there was a recovery of about 1 per cent in consumer spending, which regained the average level of the latter half of last year. Total fixed investment, however, was unchanged. A recovery in private sector investment from the artificially depressed level of the first quarter was offset by a fall in public sector capital spending. (During the three quarters ending in June the volume of fixed investment in manufacturing was 8 per cent up on the previous three quarters.) Stockbuilding fell substantially in the second quarter; it seems possible that industry was holding substantial excess stocks of goods at the end of the first quarter (including goods held up by the United States dock strikes).

Information on the third quarter is still confined to a few monthly indicators. The recovery of consumer spending may have continued, but at a modest rate. There has not as yet been much sign of further growth in the volume of retail trade (taking July and August together), but a recovery in spending on cars seems virtually certain on the basis of registration and hire purchase figures. Exports have continued to increase strongly and there may have been some recovery in stockbuilding in July. An expansion in total output would be consistent with the unemployment figures, which showed a fall in September, and with the increase (of 13,000) in unfilled vacancies between July and September.

Out-turn and forecast in the first half of the year

The publication of the national income and expenditure estimates for the second quarter also makes possible some provisional assessment of the out-turn in the first half of the year in relation to the forecast published in the Financial Statement at the time of the Budget.* The forecast is not directly comparable with the expenditure based estimates alone; the three alternative estimates of Gross Domestic Product at constant prices obtained from expenditure, income and output data show different short-period movements and a single view making use of all three estimates is required before an assessment of the forecast can be made. On this basis a judgment is possible as to how far the recorded expenditure figures are consistent with the underlying movements predicted. Given the margins of error surrounding both forecasts and estimated out-turns, the only significant discrepancy would seem to be in the level of total fixed investment, which has probably been rather lower than expected.

As published the expenditure estimate of Gross Domestic Product shows a fall of about 1¼ per cent between the latter half of last year and the first half of this year. There are strong reasons, however, for believing that this estimate is distorted downwards by the bringing forward of reported expenditure (and not necessarily actual output) for private investment in plant, machinery and ships to take advantage of the higher rate of investment grant payable up to the end of last year. After taking broad account of this factor and other possible timing discrepancies, the expenditure estimate would probably still show a fall, but it would be less than 1 per cent. In contrast, the income and output estimates both show increases of about ½ per cent. The forecast was for a rise of slightly over ½ per cent. These figures suggest that the slowdown in growth in the first half of the year may have been rather more marked than expected, but relative to the uncertainties of measurement this difference is very small.

The change in consumer spending – a fall of about ¼ per cent – was very close to the forecast. The real value of personal disposable incomes rose by about ¾ per cent, but a somewhat higher proportion was saved. Purchases which might otherwise have been made in the first quarter were brought forward to the end of last year, probably to take advantage of pre-Regulator prices.

Even after allowing for the distortion in the expenditure figures referred to above, total fixed investment probably fell between the latter half of 1968 and the first half of this year, rather than rising by about ½ per cent as forecast. In the private sector the rise in fixed investment by manufacturing industry was probably rather less than that embodied in the forecast. Housing investment in both the public and private sectors was probaby below expectation, perhaps because of a more marked response than foreseen to the sharp rise in interest rates and the shortages of mortgage funds. Public non-housing investment also fell rather more sharply than anticipated.

Other components of expenditure moved broadly in line with expectation. Stockbuilding and public consumption showed little change between the two half-years. The increase in exports of goods and services – about 1½ per cent – was the main expansionary influence. Imports of goods and services were held nearly level, rising by only ½ per cent, compared with a forecast fall of about ½ per cent, the discrepancy being mainly on services.

Overseas trade

The improvement in the balance of trade, which did much to sustain the level of domestic output in the first half of the year, continued to be a major expansionary force in the third quarter.

The visible trade balance for September, excluding United States military aircraft, was in surplus by £26 million. In the three months July-September, there was a surplus on average of £10 million a month compared with a deficit of £32 million a month in the second quarter. Exports in September, before allowing for special influences affecting recording, were £617 million (f.o.b.) another very high figure. Imports were £679 million (c.i.f.), excluding United States military aircraft. In the third quarter, exports averaged £607 million a month, 7 per cent higher than the second quarter average of £569 million. Imports averaged £678 million a month, little different from the average of £676 million in the second quarter.

These latest trade figures show that the underlying trend of exports has been rising very strongly while imports have remained steady; and that the current account of the balance of payments was in substantial surplus in September and in the third quarter as a whole (the surplus on invisibles is estimated to be running at about £40 million a month).

World trade in manufactures continued to expand strongly in the first half of this year. If allowance is made for the distortions caused by the United States dock strikes and the German border tax adjustments (both of which had the effect of stimulating trade in the latter half of 1968 and depressing it in the first half of 1969), the underlying rate of expansion may have been about as fast as in 1968. The main impetus behind expansion so far this year has been the strength of demand in Continental Europe, particularly the EEC countries, where a rapid rate of domestic growth has imposed some pressure on capacity.

Over the 12 months beginning last June the value of world trade in manufactures is expected to slow down significantly from the very high rate of growth recorded over the preceding 18 months, but there is a possibility of more rapid growth by the end of 1970. There seems unlikely to be much growth in the United States economy at least up to the middle of next year. A slower pace of expansion of the Continental European economies also seems probable, although some pressure on capacity is likely to continue. However, the recent buoyant export earnings of primary producers have led to a significant improvement in their reserve positions and should permit a substantial increase in their imports next year. This should be an important sustaining influence on United Kingdom exports.

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*The national income and expenditure estimates have been rebased on 1963 and some seasonal adjustments have been revised since the publication of the forecast, but it is not thought probable that these factors invalidate the comparisons made here.

United Kingdom trade in September

Summary

THE VISIBLE TRADE BALANCE for September, seasonally adjusted, excluding United States military aircraft, was in surplus by £26 million. In the three months July-September, there was a surplus on average of £10 million a month compared with a deficit of £32 million a month in the second quarter.

Exports in September, seasonally adjusted and before allowing for special influences affecting recording* were £617 million f.o.b., another very high figure. Imports were £679 million c.i.f., seasonally adjusted and excluding United States military aircraft.

In the third quarter, exports averaged £607 million a month, 7 per cent higher than the second quarter average of £569 million. Imports averaged £678 million a month, little different from the average of £676 million in the second quarter.

The surplus on invisibles is estimated by the Central Statistical Office to be running at about £40 million a month.

These latest trade figures show that the underlying trend of exports has been rising very strongly while imports have remained steady and that the current account of the balance of payments was in substantial surplus in September and in the third quarter as a whole.

Exports

Exports in September were £617 million, seasonally adjusted. This is the second largest total yet achieved, the previous highest being £630 million in August. The decrease from the August figure was mainly in the irregular category of ships and aircraft and in machinery.

In the third quarter exports reached £607 million a month, 7 per cent above the level of £569 million in the second quarter. If allowance is made for special influences affecting the recording of exports (see Note (d) it is clear nevertheless that the underlying trend of exports has been rising very strongly.

Exports to Western Europe rose by 11 per cent in the third quarter, with exports to both the EEC (mainly to Belgium and the Netherlands) and the EFTA countries increasing markedly. Deliveries to North America rose by 4 per cent on the second quarter, when however the figures reflected some carry-over of shipments delayed by the dock strikes in the United States at the beginning of the year. Exports to the sterling area have continued to grow, with an increase of 3 per cent in the third quarter, most of the rise being to the developing countries. There were smaller but significant increases also to all other main areas.

EXPORTS f.o.b.

Seasonally adjusted (£m. per month)

	Month	Three-month average
1969		
January	557	552
February	524	539
March	543	541
April	542	536
May	567	551
June	597	569
July	572	579
August	630	600
September	617	607

The increase between the second and third quarters was entirely

(*Continued on page* 1095)

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*See Note (d)

Table 1A. United Kingdom trade
Seasonally adjusted £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†
			Total	Excl. US military aircraft, etc.	
1967	419	15	536	533	- 46
1968	515	18	658	646	- 58
1967 1st quarter	447	16	526	524	- 10
2nd quarter	427	15	530	525	- 38
3rd quarter	421	16	519	515	- 26
4th quarter	381	15	571	566	-109
1968 1st quarter	500	18	647	641	- 60
2nd quarter	486	17	642	633	- 77
3rd quarter	529	19	666	654	- 51
4th quarter	544	19	678	657	- 44
1969 1st quarter	541	18	674	657	- 45
2nd quarter	569	21	698	676	- 32
3rd quarter p	607	24	693	678	+10 p
April	542	21	690	673	- 59
May	567	20	689	658	- 14
June	597	23	717	699	- 24
July	572	24	707	685	- 37 p
August	630	24	686 r	669	+40 p
September p	617	24	686	679	+26 p
April-June	569	21	698	676	- 32
July-Sept. p	607	24	693	678	+10 p

† Excluding transactions relating to United States military aircraft financed by Exim Bank credit. (See Notes.)

Table 1B. Three-monthly averages (a)
Seasonally adjusted £ million per month

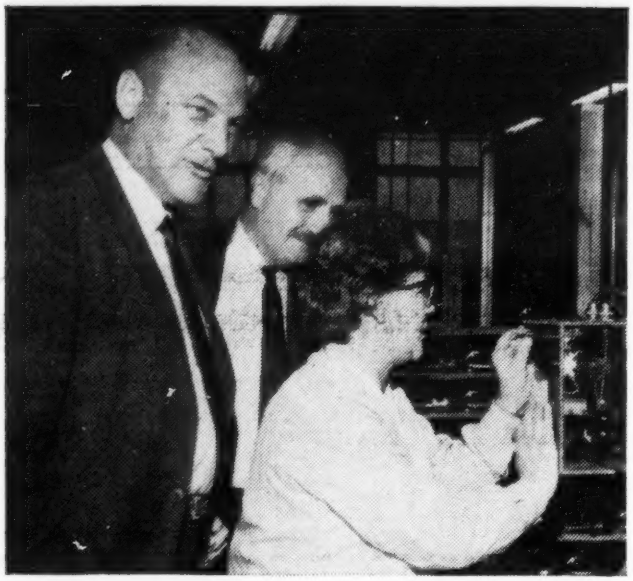
1968 October	537	19	667	655	- 44
November	545	19	676	656	- 41
December	544	19	678	657	- 44
1969 January	552	19	675	650	- 26
February	539	18	670	651	- 42
March	541	18	674	657	- 45
April	536	19	681	665	- 60
May	551	20	685	665	- 43
June	569	21	698	676	- 32
July	579	22	704	680	- 25
August	600	24	703	684	- 7
September	607	24	693	678	+10

(a) Average of month shown and two preceding months. (See Note (c).)

Table 1C. Recorded £ million per month

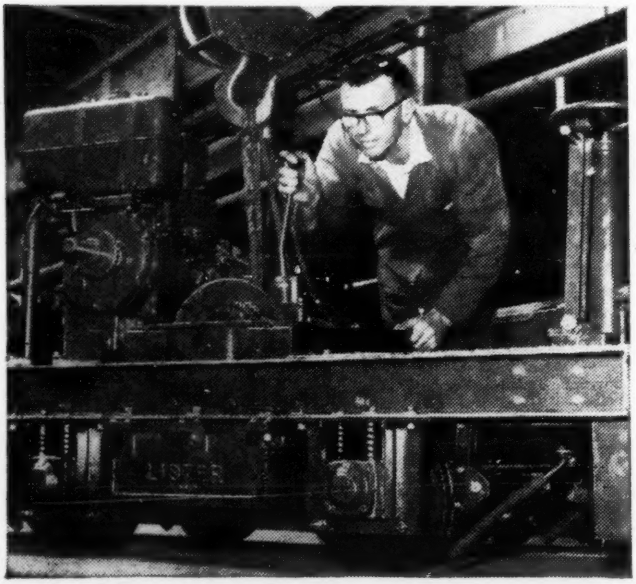
	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excl. US military aircraft, etc.
1967 1st quarter	444·8	15·4	536·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	550·4	19·3	674·3	653·2
1969 1st quarter	533·5	18·9	686·1	669·0
2nd quarter	594·0	21·8	705·5	683·6
3rd quarter p	584·5	23·5	676·7	661·1
July	609·0	25·5	746·5	724·6
August	571·3 r	22·8	646·8 r	629·2 r
September p	573·4	21·4	644·6	637·4

ELECTRICAL GEAR FOR EAST AFRICA



Kenya, Uganda and Tanzania are buying Allen West electrical control gear in increasing numbers. Mr. C. S. Moore, chairman and managing director of Gilfillan & Co. Ltd., Allen West agents in these countries, paid a flying visit from his Nairobi head office to negotiate further substantial business. Photo shows Mr. Moore (left), with Mr. V. Gale, Allen West's export sales manager (centre), watching the test of AutoWest starters at the Brighton works by Mrs. I. M. Knee of Brighton.

LOCOMOTIVES FOR MALAYSIA



Erecting a narrow-gauge railway locomotive in the Dursley (Glos.) works of R. A. Lister & Co. Ltd., a Hawker Siddeley company. The locomotive has been ordered by Harrisons Lister Engineering Ltd., of Kuala Lumpur, for use at an oil palm mill at Sungei Dusunin North Selangor, Malaysia,

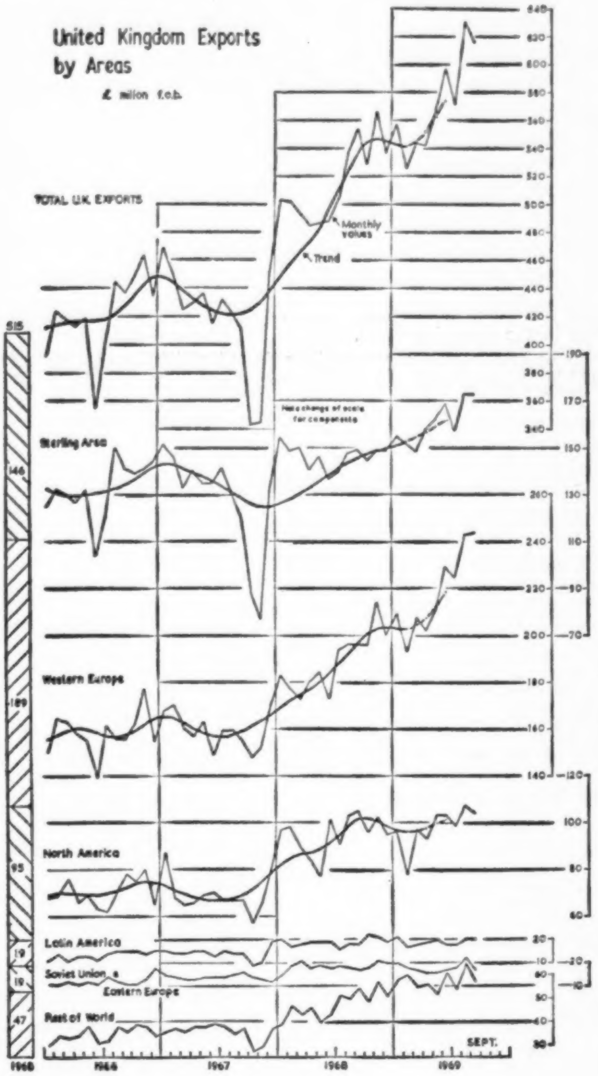
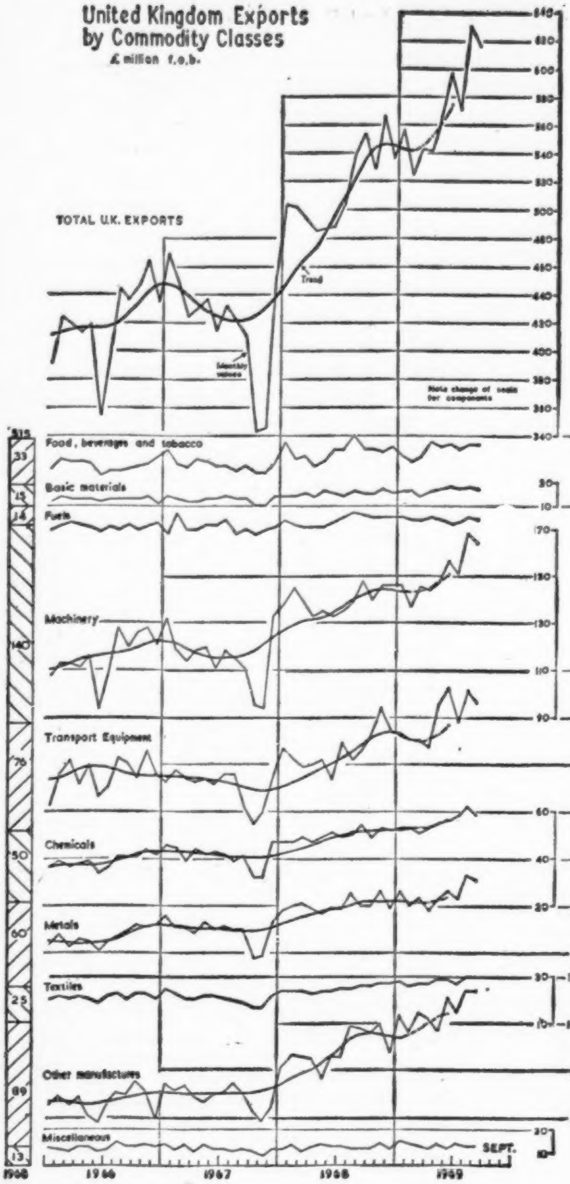


Table 2. United Kingdom exports: areas†

Seasonally adjusted — £ million f.o.b. per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968	515	146	189	100	71	95	19	19	47
2nd quarter	486	141	179	94	68	87	19	18	43
3rd quarter	529	146	195	101	76	99	17	18	51
4th quarter	544	147	203	109	75	98	21	20	52
1969 1st quarter	541	152	203	108	78	89	18	18	58
2nd quarter	569	163	214	111	83	99	19	16	56
July	572	158	225	116	86	99	18	18	54
August	630	173	243	124	97	107	20	22	65
September p	617	173	244	127	90	104	20	17	57
2nd qtr.	569	163	214	111	83	99	19	16	56
3rd qtr.	607	168	237	122	91	104	19	19	58

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'



in exports of manufactured goods; exports of food, fuel and basic materials were little changed. Among manufactures, exports of machinery increased by 8 per cent, motor vehicles by 6 per cent, chemicals by 9 per cent and metals by 10 per cent.

Imports

In September, imports were £679 million (seasonally adjusted and excluding United States military aircraft); including these aircraft, the total was £686 million. For the third quarter, the monthly average (excluding United States military aircraft) was £678 million, only £2 million more than the average for the second quarter. Import prices have continued to edge upward but the volume of imports was unchanged in the third quarter.

The rise in total imports of £10 million in September largely reflects erratic monthly changes in seasonally adjusted figures for the food, beverages and tobacco group of imports.

Between the second and third quarters, imports of food, beverages and tobacco fell by £11 million, £6 million of which represented the return to a more normal level of tobacco imports, which were high in the second quarter owing to delayed shipments from North America. Imports of fuel and of finished manufactures were also a little lower in the third quarter but semi-manufactures other than chemicals increased by £13 million a month (9 per cent), mainly reflecting higher prices of non-ferrous metals and of iron and steel.

IMPORTS c.i.f.
Excluding US military aircraft, etc.

Seasonally adjusted (£m. a month)

	Month	Three-month average
1969		
January	648	650
February	655	651
March	665	657
April	673	665
May	658	665
June	699	676
July	685	680
August	669	684
September	679	678

The analysis of imports by area in the third quarter shows small increases from all main sources except North America. Imports from North America fell by £12 million a month, mainly reflecting a return to a more normal level after the arrival of delayed imports in the second quarter.

(Continued on next page)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Table 3. United Kingdom exports: commodity classes
Seasonally adjusted

£ million f.o.b. per month

	Total	Food beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1968	515	33	15	14	440	216	140	55	21	50	60	25	89	13
2nd quarter	486	30	15	12	418	205	134	53	15	49	58	24	83	14
3rd quarter	529	36	15	16	451	218	141	58	18	51	61	25	95	13
4th quarter	544	34	16	15	463	229	144	57	29	51	61	27	93	13
1969 1st quarter	541	30	15	14	468	222	143	62	21	52	63	27	101	14
2nd quarter	569	36	17	14	489	241	149	66	25	55	62	28	103	13
July	572	34	17	13	495	243	151	67	22	58	63	27	105	14
August	630	36	18	15	550	271	168	72	27	62	73	30	114	13
September p	617	36	17	14	537	262	164	71	21	59	71	30	114	13
2nd quarter	569	36	17	14	489	241	149	66	25	55	62	28	103	13
3rd quarter p	607	35	17	14	527	259	161	70	23	60	69	29	111	13

UNITED KINGDOM TRADE, *continued*

It is announced by HM Customs and Excise that gross receipts of import deposits in September were £93 million, and gross receipts since the inception of the scheme have totalled £924 million. Repayments during the month were £100 million, bringing the total to date (inclusive of revisions) to £366 million.

Other factors in the trade balance

The total credit from adjustments made to the trade account figures in order to derive the visible trade balance (see Note (a)) was £64 million in September compared with £55 million in August. The figure for ships built and delivered abroad to United Kingdom owners continued below that for recent months, and other adjustments were also on balance more favourable.

Visible trade balance

The visible trade balance in September was in surplus by £26 million, seasonally adjusted and excluding United States military aircraft. This, following the surplus of £40 million in August and the deficit of £37 million in July, brought the average for the third quarter to a surplus of £10 million a month compared with a deficit of £32 million a month in the second quarter.

No adjustment has been made in the foregoing calculation or in the tables for the net under-recording of exports or for other influences affecting recording (described in Note (d)). If allowance is made for the combined effect of these factors affecting recording the improvement in the visible balance between the second and third quarters remains very substantial, from an average deficit of £20 million a month in the second quarter to a surplus of £4 million a month in the third.

VISIBLE TRADE BALANCE

Seasonally adjusted (£m. per month)

	Month	Three-month average
1969		
January	−13	−26
February	−65	−42
March	−55	−45
April	−59	−60
May	−14	−43
June	−24	−32
July	−37	−25
August	+40	− 7
September	+26	+10

Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles has risen substantially over the last few years but there are considerable variations from one period to another. For the first half of this year it averaged £50 million a month, and in the year to June 1969 it averaged a little over £40 million a month and is estimated by the Central Statistical Office to be currently running at about £40 million a month.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968, £11 million

(*Continued on page* 1098)

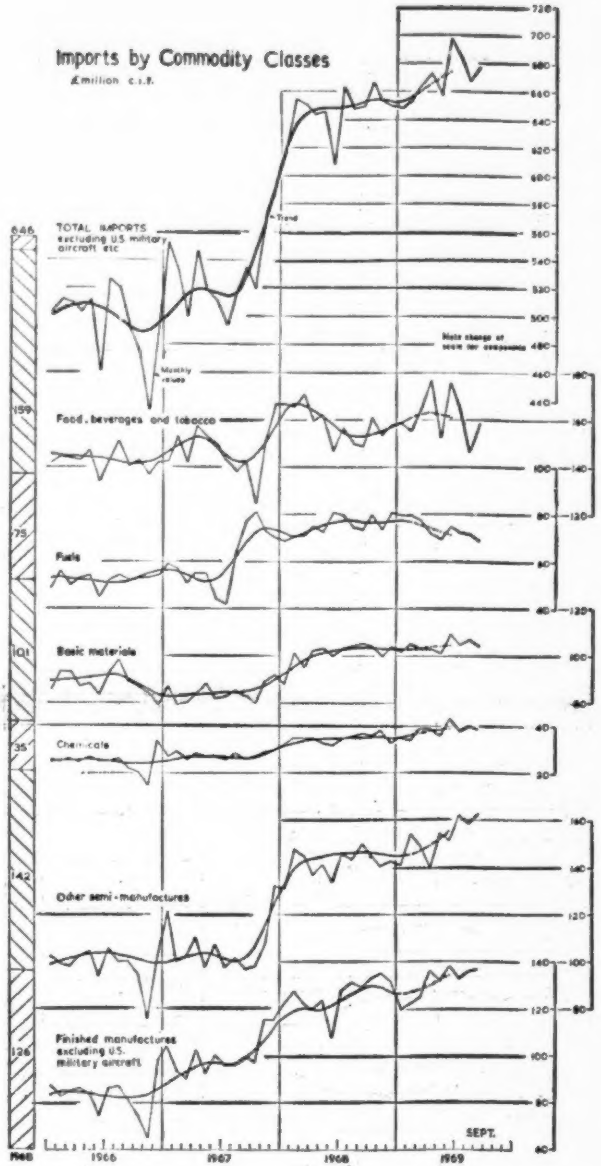
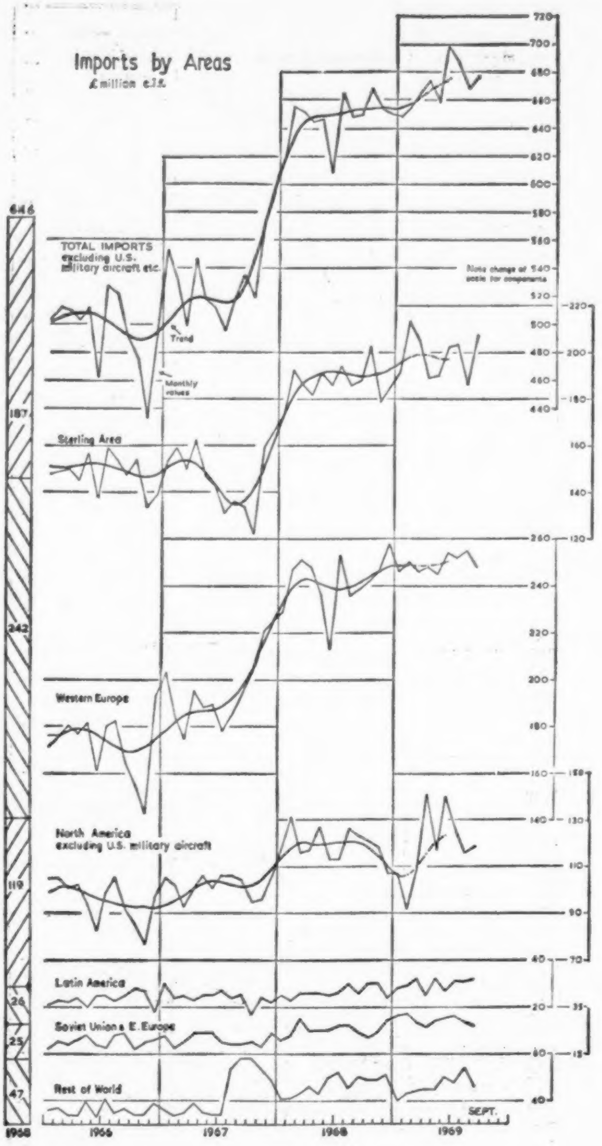


Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968	658	646	159	75	278	101	35	142	138	126	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 1st quarter	674	657	160	79	287	103	36	148	140	123	7
2nd quarter	698	676	168	73	291	103	39	148	158	136	7
July	707	685	165	73	305	105	38	162	155	133	7
August	686	669	147	72	305	107	40	159	153	136	7
September *p*	686	679	159	69	305	104	39	163	144	137	7
2nd quarter	698	676	168	73	291	103	39	148	158	136	7
3rd quarter *p*	693	678	157	71	305	105	39	161	151	135	7



a month in the first quarter of this year, £5 million in the second quarter and £1 million a month in the third quarter. They have been made largely out of corresponding loans from the Export Import Bank which are included as a credit in the capital account of the balance of payments.

NOTES

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on October 27† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for November, due to be published on or about November 27.

2 (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a

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† Accounts relating to the Overseas Trade of the United Kingdom, September, 1969, HMSO price 30s., by post 32s.

‡ Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., inlcuding postage.

(*Continued on next page*)

Table 5. Imports: areas†

Seasonally adjusted

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968	658	646	187	242	131	119	26	25	47
2nd quarter	642	633	186	233	127	119	26	25	46
3rd quarter	666	654	189	242	133	121	27	26	49
4th quarter	678	657	189	249	137	116	28	25	50
1969 1st quarter	674	657	204	248	120	103	30	30	42
2nd quarter	698	676	194	249	154	132	28	27	47
July	707	685	203	252	148	126	31	31	48
August	686	669	186	255	133	116	31	29	54
September p	686	679	207	248	126	119	32	27	46
2nd quarter	698	676	194	249	154	132	28	27	47
3rd quarter p	693	678	199	252	136	120	31	29	49

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d) Under-recording of exports

As explained in the article on under-recording of exports in the *Board of Trade Journal* of September 10, 1969, action is being taken by HM Customs to improve the documentation. Estimates for the net under-recording have been made for past and current months (although no direct measures of these allowances will be possible until the results of the first checks on documentation by HM Customs are available). As was to be expected, the action taken has brought about certain developments which have increased the lodgement of documents. In the first place, the under-recording is estimated to have fallen back to £5 million in September (the corresponding figure in August was £8 million and that for July £10 million). Secondly, documents have been lodged belatedly from earlier periods; these have already been taken into account in the estimates of under recording for earlier months and should not be counted twice. Thirdly, some documents are being submitted more promptly; this speeding up in documentation is merely a change in the process of recording and does not reflect a corresponding movement in the trend either of shipments or of payments. These two temporary effects are difficult to quantify but they are tentatively estimated to have been of the order of £5 million in July, £15 million in August and £20 million in September.

If allowance is made for the combined effect of these factors affecting recording, the net effect would be an addition of £5 million to the July export total and deductions from the August and September figures of £7 million and £15 million respectively (a corresponding adjustment for the second quarter would be an addition of £12 million a month). The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports. Telex 99112 CUSEX Southend).

Business Monitor

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A complete list of titles in the production series was last published in the *Board of Trade Journal* on October 1 on the back page.

Index of retail prices in September

THE DEPARTMENT of Employment and Productivity has announced that at September 16, 1969, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 132.2 compared with 131.8 at August 19. The principal changes affecting the index during the month were a rise in the average price of milk partly offset by a reduction, largely seasonal, in the average level of prices of apples.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for August, 1969, prepared by the Ministry of Commerce is 139 (1963=100). This is 17 points higher than the index for July, 1969, and five points higher than for August, 1968.

The index numbers for the main industrial groups with the increase or decrease on August, 1968, shown in brackets are, textiles 165 (+19 points); clothing 113 (+5); engineering and metals 106 (+1); food, drink and tobacco 124 (+6); timber and furniture 137 (−8); mineral products 160 (+21); other manufacturing industries 207 (+13); gas, electricity and water 124 (+5).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 17, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Bed Sitting Room	Br/E 34436	91	October 13	United Artists Corporation Ltd.	Oscar Lewenstein Productions Ltd.
Moon Zero Two	Br/E 34437	100	October 14	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Movietone News 2106	Br/E 34311	7	October 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2106A	Br/E 34312	8	October 17	" "	" "
Pathe News 69-83	Br/E 34363	8	October 17	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-84	Br/E 34364	8	October 17	" "	" "
				FOREIGN	
The Young Wolves (Les Jeunes Loups)	F 34434	111	October 13	The Classic Cinemas Ltd.	Marcel Carne, Paris.
The Producers	F 34435	88	October 13	Avco Embassy Pictures (UK) Ltd.	Sidney Glazier-U-M Productions Inc.
Girlography	F 34438	14	October 14	S.F. Film Distributors Ltd.	Saga Film AB, Stockholm.
Night of the Outrages	F 34439	93	October 14	" "	Les Films Du Griffon, Paris.

Industry's investment intentions for 1969 and 1970

FORECASTS OF capital expenditure provided to the Board of Trade in August/September 1969 indicate that manufacturing industry and the distributive and service trades were then expecting to increase their capital expenditure significantly in 1969 compared with 1968 and were envisaging further increases in 1970. The shipping industry was expecting to maintain in 1969 the high rate of expenditure recorded in 1968 with the possibility of some further increase in 1970.

As past experience has shown, the interpretation of companies' forecasts is subject to some margin of uncertainty. The irregularities in the recent figures of investment contribute towards the difficulty in discerning the underlying trend. Further, as the assessment of current trends is based on forecasts supplied by companies during August/September, it does not take account of any changes in plans and intentions which would affect spending in the period up to the end of 1970.

Manufacturing industry

The results of earlier inquiries had indicated that manufacturers were planning to increase their investment significantly between 1968 and 1969. At the end of last year contributors' forecasts, interpreted on the basis of past relationships, were indicating, in broad terms, an increase of between 10 and 15 per cent. In the post-Budget inquiry there was some evidence of a slight reduction in manufacturers' plans and intentions for 1969 and the figures of actual expenditures up to the first quarter of 1969 pointed in the same direction.

Before considering the interpretation of manufacturers' latest forecasts for 1969 it will be useful to recall that the ending of the higher rates of investment grant in December 1968 caused expenditure which would normally have taken place during the first quarter of 1969 to be brought forward to the last quarter of 1968. Although it is not possible to make any very precise estimate of the amount of expenditure which was thus brought forward, the run of figures up to the second quarter of 1969 suggests that something of the order of £30 million (at 1963 prices, seasonally adjusted) was spent in the fourth quarter of 1968 which might have been expected to have been spent in the first quarter of 1969. On this basis the underlying rise in manufacturers' investment between the first half of 1968 and the first half of 1969 was of the order of 10 per cent (because of the distortion the recorded figures show a rise of only 6 per cent) with most of the increase taking place between the first and second halves of 1968.

Manufacturers' forecasts for 1969 provided in August and September of this year taken by themselves and interpreted in the light of past relationships between forecasts provided at this period of the year and the out-turn of expenditure for the same year suggest a rate of growth between 1968 and 1969 of the order of 10 per cent in volume terms. This rate of growth is broadly consistent with the underlying rate of growth in the actual figures up to the middle of 1969 if the allowance indicated is made to correct the distortion in the figures for the fourth quarter of 1968 and the first quarter of 1969. The latest forecasts of 10 per cent increase between 1968 and 1969 are interpreted as applying to the expected increase in the underlying trend of investment – an increase which represents, in terms of recorded figures in 1968 and 1969, something in the region of 5 per cent between the years. To achieve this growth would mean a rise between the first and second halves of 1969 of about 6 or 7 per cent after making allowance for the distortion in the first quarter of the year.

The results of the inquiry point to a further increase in investment by industry during 1970 as was indicated by the May inquiry. In past years there have been real uncertainties in interpreting the forecasts given by companies in the August/September inquiry of their expenditure in the year ahead. Modifications to plans and intentions may occur between the making of these forecasts and the actual expenditure, depending very much on the development of the economy over the period. However, the forecasts recently provided for 1970 are high by comparison with forecasts provided in previous investment intentions inquiries and point to an increase in the volume of investment between 1969 and 1970 in the region of the underlying rate of increase (about 10 per cent) expected between 1968 and 1969.

Distributive and service industries

Earlier results for 1969 had suggested that the distributive and service industries were expecting an increase of about a tenth in the volume of investment compared with 1968 and the latest forecasts also indicate a rise on this scale. It seems unlikely, however, in view of the figures for the first half of 1969 that an increase of this size will be obtained since it would require a substantial increase (over 10 per cent) between the first and second halves of 1969. For 1970 the May forecast had suggested a further rise on 1969 and this has been confirmed. It is not possible to be any more precise at this stage; in this sector the interpretation of the results of the inquiry is subject to greater uncertainty than in manufacturing.

Shipping industry

Recent quarters' figures of actual expenditure have, like those for manufacturing industry, been distorted by the inclusion in the fourth quarter of 1968 of expenditure which might have been expected to have occurred later. As a result the 1968 recorded figures are high (showing an increase of 60 per cent in volume terms on expenditure in 1967). Nevertheless, companies' forecasts indicate the maintenance of the high level of the recorded 1968 figures in 1969, which represents some increase in the underlying trend of investment after allowance for the distortion. For 1970 companies' forecasts, which cannot be interpreted at all precisely, indicate the possibility of some further increase.

Investment in individual industries

Most industry groups are expected, according to companies' forecasts, to show some increase in 1969 over 1968 with the possible exception of the mineral oil refining industry. For 1970 there is the expectation of a rise for most industries with particular strength in the chemicals and motor vehicles industries. Falls, however, appear to be expected on present plans in the mineral oil refining and the group of other manufacturing industries. In the distributive and service industries buoyant forecasts were received from banking companies in respect of 1969.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable,*

United Kingdom trade by air in the first half of 1969

THE MARKED GROWTH in United Kingdom trade by air continued in the first half of 1969, when imports, exports and re-exports carried by air were £537 million, £415 million and £40 million respectively. Compared with a year ago, both exports and imports in the first half of this year increased substantially faster than total trade. It is possible that the dock strikes in the early part of the year on the eastern seaboard of the United States may have led to some goods normally carried by sea being diverted to air routes; but, as Table 1 (a) shows, trade by air has usually increased substantially faster than total trade in recent years.

Table 1 (a) Increase in value of UK trade (per cent change on a year earlier)

	Exports		Re-Exports		Imports	
	Total	By air	Total	By air	Total	By air
1964	5	1	—	2	14	23
1965	7	27	13	18	1	16
1966	7	30	13	18	3	24
1967	—	12	- 5	- 2	8	18
1968	23	39	18	23	23	45
1968 1st Half	13	34	15	22	22	43
1968 2nd Half	34	44	21	7	24	47
1969 1st Half	12	21	14	2	6	17

The proportion of exports carried by air fell slightly to just over 12 per cent in the first half of 1969 from about 13 per cent in the second half of 1968. The proportion of total imports carried by air continued to increase and reached about 13 per cent in the first half of this year. About one-third of total re-exports were carried by air, much the same as in the last few years. (See Table 1).

The commodity divisions in which the largest proportion of exports were carried by air in the first half of this year (see Table 2) were leather and leather manufactures (39 per cent), clothing (49 per cent), scientific instruments (30 per cent) and medical and pharmaceutical products (36 per cent).

Air transport accounted for 60 per cent of electrical machinery imported into the United Kingdom (see Table 4); carriage by air was also important for imports of scientific instruments (55 per cent), non-metallic mineral manufactures (48 per cent) and medical and pharmaceutical products (46 per cent). More than one-third by value of imports of hides and skins and non-electrical machinery also came by air.

Western Europe accounted for 39 per cent of United Kingdom exports transported by air, North America for 31 per cent and the Sterling Area for 18 per cent. In the first six months of 1969, 34 per cent of United Kingdom imports carried by air came from Western Europe, 35 per cent from North America and 18 per cent from the Sterling Area. Well over a half of re-exports went to Western Europe. The United States, France and the Federal Republic of Germany were again the countries with the largest individual shares in United Kingdom air-borne trade.

Statistical Note

From January 1, 1965, figures for pearls and precious stones have been included in the Trade Accounts; the figures for 1964 have been adjusted in these Tables for comparison. Complete newly built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made in the figures for under-recording of exports (see *Board of Trade Journal* September 10, page 665).

Table 1. Value of trade compared with total trade

	UK Exports			Re-Exports			Imports		
	Total £m. f.o.b.	By air £m. f.o.b.	*Per cent*	Total £m. f.o.b.	By air £m. f.o.b.	*Per cent*	Total £m. c.i.f.	By air £m. c.i.f.	*Per cent*
			of Total U.K. Exports			*of Total Re-exports*			*of Total Imports*
1964	4,411·6	292·2	*6.6*	153·4	46·4	*30·2*	5,696·1	376·3	*6·6*
1965	4,728·0	370·5	*7·8*	172·8	54·7	*31·7*	5,751·1	438·3	*7·6*
1966	5,047·0	483·3	*9·6*	194·4	64·5	*33·2*	5,946·8	545·6	*9·2*
1967	5,028·8	539·5	*10·7*	184·8	63·2	*34·2*	6,434·1	641·5	*10·0*
1968	6,175·9	750·4	*12·2*	218·4	72·5	*33·2*	7,899·4	930·0	*11·8*
1967 January-June	2,672·7	255·7	*9·6*	93·2	31·8	*34·1*	3,229·7	320·6	*9·9*
July-December	2,356·1	283·7	*12·0*	91·6	31·4	*34·3*	3,204·4	320·7	*10·0*
1968 January-June	3,012·5	341·7	*11·3*	107·2	38·9	*36·3*	3,929·6	458·1	*11·7*
July-December	3,163·4	408·7	*12·9*	111·2	33·6	*30·2*	3,969·8	471·9	*11·9*
1969 January-June	3,382·6	414·7	*12·3*	121·9	39·8	*32·6*	4.174·6	536·7	*12·9*

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Table 2. Commodity composition of United Kingdom exports

Selected Divisions		2nd Half 1968			1st Half 1969		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Export
*00	Live animals (excluding zoo animals, dogs and cats)	14·1	3·9	28	11·1	2·5	23
51	Chemical elements and compounds	77·2	5·1	7	78·0	6·3	8
54	Medicinal and pharmaceutical products	47·3	15·2	32	56·3	20·5	36
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	26·9	0·9	3	27·8	1·3	5
61	Leather, leather manufactures, not elsewhere specified, and dressed fur skins	21·6	8·3	39	23·0	9·1	39
62	Rubber manufactures, not elsewhere specified	29·5	1·1	4	33·9	1·3	4
65	Textile yarn, fabrics, made up articles and related products	155·9	13·5	9	166·1	16·2	10
66	Non-metallic mineral manufactures, not elsewhere specified	199·7	23·9	12	228·2	22·8	10
68	Non-ferrous metals	135·1	31·4	23	154·7	31·8	21
69	Manufactures of metals, not elsewhere specified	94·0	5·0	5	101·1	5·9	6
71	Machinery other than electric	624·8	120·7	19	683·3	108·3	16
72	Electrical machinery, apparatus and appliances	198·1	39·4	20	222·3	48·1	22
Ex 73	Transport equipment	425·6	31·9	7	496·4	32·2	6
84	Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	51·3	26·4	51	42·5	20·6	49
85	Footwear, gaiters and the like	15·7	2·8	18	13·3	2·7	20
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	75·6	22·9	30	85·7	25·3	30
89	Miscellaneous manufactured articles, not elsewhere specified	121·0	30·0	25	122·8	30·4	25
	All other goods	849·8	26·2	3	836·1	29·4	4
	Total	3,163·4	408·7	13	3,382·6	414·7	12

*Figures shown under this heading include horses exported for racing, breeding or other purposes.

Table 3. Commodity composition of re-exports

Selected Divisions		2nd Half 1968			1st Half 1969		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	Per cent of Total Re-exports		£m. f.o.b.	Per cent of Total Re-exports
21	Hides, skins and fur skins, undressed	15·8	8·5	54	18·2	10·4	57
61	Leather, leather manufactures, not elsewhere specified, and dressed fur skins	2·4	1·2	49	3·0	1·6	54
68	Non-ferrous metals	10·5	0·5	5	16·0	0·6	4
71	Machinery, other than electric	19·3	8·6	44	21·5	12·0	56
72	Electrical machinery, apparatus and appliances	7·1	4·7	65	8·4	5·3	64
73	Transport equipment	5·3	1·1	22	4·6	1·7	36
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	3·8	2·7	72	3·7	2·6	71
89	Miscellaneous manufactured articles, not elsewhere specified	5·7	3·7	65	4·4	2·5	57
	All other goods	41·3	2·6	6	42·1	3·1	7
	Total	111·2	33·6	30	121·9	39·8	33

Table 4. Commodity composition of imports

Selected Divisions		2nd Half 1968			1st Half 1969		
		Total £m. c.i.f.	By air		Total £m. c.i.f.	By air	
			£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports
*00	Live animals (excluding zoo animals, dogs and cats)	29·0	2·7	9	26·8	1·0	4
21	Hides, skins and fur skins, undressed	30·0	9·2	31	38·4	13·0	34
28	Metaliferous ores and metal scrap	137·3	20·3	15	150·7	24·7	16
51	Chemical elements and compounds	88·1	13·6	15	100·0	15·3	15
54	Medicinal and pharmaceutical products	10·1	4·1	40	11·6	5·3	46
55	Essential oils and perfume materials; toilet, polishing and cleansing materials	9·9	2·0	21	11·4	2·4	21
61	Leather, leather manufactures, not elsewhere specified and dressed fur skins	17·6	2·4	14	19·7	2·8	14
65	Textile yarn, fabrics, made up articles and related products	112·6	14·5	13	123·0	15·4	13
66	Non-metallic mineral manufactures, not elsewhere specified	178·0	85·4	48	186·0	89·4	48
68	Non-ferrous metals	278·9	21·1	8	296·7	22·3	8
69	Manufactures of metal, not elsewhere specified	35.6	5·9	17	36·3	7·1	20
71	Machinery, other than electric	319·8	109·2	34	336·0	127·3	38
72	Electrical machinery, apparatus and appliances	120·7	64·7	54	127·1	76·1	60
Ex 73	Transport equipment	96·4	18·9	20	105·3	22·9	22
84	Clothing, knitted or crocheted articles, including elastic or rubberized fabric and articles of fur	56·3	14·5	26	62·9	14·3	23
85	Footwear, gaiters and the like	14·9	1·6	11	19·8	1·5	8
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	55·4	30·9	56	53·9	29·9	55
89	Miscellaneous manufactured articles, not elsewhere specified	91·8	34·0	37	97·3	45·1	46
	All other goods	2,287·4	16·8	1	2,371·5	21·1	1
	Total	3,969·8	471·9	12	4,174·6	536·7	13

*Figures shown under this heading include horses imported temporarily, for racing, breeding, or other purposes.

(*Continued on next page*)

UK TRADE BY AIR, *continued*

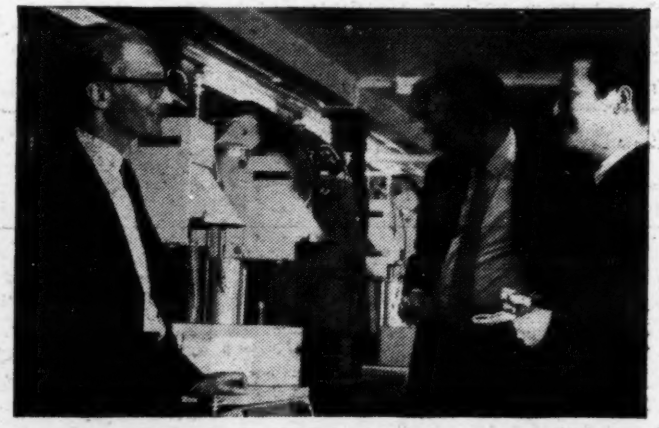
Table 5. United Kingdom exports and re-exports to, and imports from, selected countries

Selected Countries	UK Exports						Re-exports						Imports					
	2nd half 1968			1st half 1969			2nd half 1968			1st half 1969			2nd half 1968			1st half 1969		
	Total	By Air		Total	By Air		Total	By Air		Total	By Air		Total	By Air		Total	By Air	
	£m. f.o.b.	£m. f.o.b.	*Per cent of Total UK Exports*	£m. f.o.b.	£m. f.o.b.	*Per cent of Total UK Exports*	£m. f.o.b.	£m. f.o.b.	*Per cent of Total Re-Exports*	£m. f.o.b.	£m. f.o.b.	*Per cent of Total Re-Exports*	£m. c.i.f.	£m. c.i.f.	*Per cent of Total Imports*	£m. c.i.f.	£m. c.i.f.	*Per cent of Total Imports*
West Germany	163·0	30·2	*18·5*	174·0	30·3	*17·4*	20·3	6·5	*32·0*	21·3	6·7	*31·6*	227·5	35·8	*15·7*	220·0	36·1	*16·4*
Netherlands	124·7	14·0	*11·3*	129·2	15·7	*12·2*	7·9	1·0	*12·4*	6·3	1·1	*17·3*	205·0	15·5	*7·5*	214·0	19·0	*8·9*
Belgium	117·1	7·6	*6·5*	134·2	8·3	*6·2*	3·0	0·5	*17·7*	3·3	1·0	*29·4*	81·6	9·4	*11·5*	89·0	8·5	*9·5*
France	118·9	37·2	*31·3*	149·8	41·1	*27·4*	7·4	4·0	*54·3*	11·1	6·5	*58·3*	157·2	41·4	*26·3*	164·3	44·2	*26·9*
Italy	79·6	13·0	*16·3*	92·6	15·1	*16·3*	8·7	3·2	*36·7*	9·4	2·7	*28·8*	111·4	13·7	*12·3*	117·7	14·1	*11·9*
Sweden	130·4	10·4	*8·0*	143·9	10·0	*7·0*	3·2	0·4	*12·8*	3·3	0·6	*19·9*	157·2	5·8	*3·7*	166·5	7·3	*4·4*
Denmark	82·6	4·8	*5·8*	93·7	4·5	*4·8*	1·2	0·2	*18·3*	1·7	0·3	*16·8*	123·0	4·2	*3·4*	118·0	4·8	*4·0*
Switzerland	66·4	13·9	*20·9*	79·9	15·1	*18·8*	7·5	1·9	*25·1*	11·2	2·1	*18·8*	79·6	30·7	*38·5*	83·0	29·6	*35·6*
Portugal	29·5	2·2	*7·4*	38·3	2·3	*5·9*	0·6	0·3	*51·6*	0·7	0·4	*63·3*	34·9	9·2	*26·5*	38·0	10·6	*28·0*
Austria	26·4	3·5	*13·2*	31·2	3·6	*11·6*	0·7	0·3	*39·6*	0·9	0·4	*46·6*	29·0	3·4	*11·6*	32·2	3·3	*10·4*
Spain	48·0	4·2	*8·9*	56·7	5·1	*8·9*	1·2	0·4	*30·3*	1·7	0·4	*23·3*	52·9	1·7	*3·3*	46·1	1·6	*3·4*
Irish Republic	143·7	26·1	*18·2*	151·2	24·2	*16·0*	6·9	0·6	*8·5*	6·6	0·8	*12·7*	142·5	19·5	*13·7*	139·2	14·8	*10·6*
United States of America	467·1	120·2	*25·7*	404·3	101·4	*25·1*	14·5	7·7	*53·0*	15·1	9·2	*61·1*	559·9	136·5	*24·4*	548·2	170·6	*31·1*
Canada	133·5	22·1	*16·5*	152·1	24·8	*16·3*	3·6	1·1	*29·8*	3·3	1·2	*35·2*	250·1	15·5	*6·2*	271·8	18·0	*6·6*
India	32·5	2·8	*8·6*	34·1	3·2	*9·4*	0·5	0·2	*31·8*	0·6	0·2	*36·9*	68·0	1·5	*2·2*	51·7	3·7	*7·1*
Australia	150·1	6·6	*4·4*	154·1	7·3	*4·8*	1·7	0·4	*23·8*	1·7	0·5	*26·1*	103·7	2·4	*2·3*	117·5	2·3	*2·0*
Republic of South Africa	129·7	5·0	*3·8*	138·3	6·0	*4·3*	1·9	0·1	*7·6*	2·4	0·2	*10·2*	129·8	12·7	*9·8*	156·4	19·5	*12·5*
Japan	49·1	12·2	*24·9*	58·6	14·1	*24·0*	1·7	0·4	*22·9*	1·7	0·2	*11·4*	59·6	4·6	*7·7*	46·7	5·5	*11·7*
Total	2,092·2	336·0	*16·1*	2,216·3	332·1	*15·0*	92·5	29·1	*31·5*	102·3	34·6	*33·8*	2,572·8	363·5	*14·1*	2,620·3	413·4	*15·8*
All other countries	1,071·1	72·7	*6·8*	1,166·3	82·5	*7·1*	18·7	4·5	*23·9*	19·6	5·2	*26·4*	1,397·0	108·4	*7·8*	1,554·3	123·2	*7·9*
GRAND TOTAL	3,163·4	408·7	*12·9*	3,382·6	414·7	*12·3*	111·2	33·6	*30·2*	121·9	39·8	*32·6*	3,969·8	471·9	*11·9*	4,174·6	536·7	*12·9*

Table 6. United Kingdom exports and re-exports to, and imports from, various areas by air

	UK Exports			Re-exports			Imports		
	2nd Half 1968	1st Half 1969		2nd Half 1968	1st Half 1969		2nd Half 1968	1st Half 1969	
	£m. f.o.b.	£m. f.o.b.	*Per cent of Total*	£m. f.o.b.	£m. f.o.b.	*Per cent of Total*	£m. c.i.f.	£m. c.i.f.	*Per cent of Total*
Sterling area	70·3	76·4	*18·4*	3·1	3·4	*8·6*	89·0	96·0	*17·9*
North America	142·4	126·5	*30·5*	8·8	10·4	*26·1*	152·1	188·7	*35·1*
Latin America	10·6	8·2	*2·0*	0·5	0·3	*0·8*	2·7	3·6	*0·7*
Western Europe	149·6	161·2	*38·9*	19·3	23·1	*58·1*	174·3	183·1	*34·1*
Non-Sterling Middle East	10·8	13·2	*3·2*	0·8	1·1	*2·8*	4·8	5·2	*1·0*
Soviet Union and Eastern Europe	5·5	5·3	*1·3*	0·3	0·3	*0·8*	32·0	44·0	*8·2*
Rest of the World	19·3	23·8	*5·7*	0·9	1·1	*2·8*	17·0	16·1	*3·0*
Total	408·7	414·7	*100·0*	33·6	39·8	*100·0*	471·9	536·7	*100·0*

Muirhead Limited, the Beckenham precision components and data handling systems company, are to set up a small satellite plant in Cumbernauld, near Glasgow. Picture shows, left to right (seated) Dame Jean Roberts (chairman, Cumbernauld Development Corporation) and Mr. P. Gough (production director, Muirhead Limited), and (standing) Mr. D. Sharrock (company secretary, Muirhead), Mr. J. Roger (secretary and legal adviser, CDC) and Mr. J. W. Morris (deputy secretary and legal adviser, CDC).



Mr. Yasuyuki Inowye Junior (right), vice-president of Aichi Sangyo Co. Ltd., Tokyo, who will be marketing Intertherm Ltd's., full range of Elphiac products in Japan, visited the company's London factory recently and is seen here with Mr. P. Walklin (centre) divisional manager, and Mr. Peter E. M. Sharp, managing director of Intertherm. The products will include the Intertherm designed and manufactured comprehensive ultrasonic welder, type JU.3, which is now being exported to most countries of Europe, the United States, Australia and Hong Kong.

WHOLESALE PRICE INDEX NUMBERS

Output prices rise 4 per cent during past twelve months

THE PROVISIONAL price index for home sales of manufactured products rose nearly ½ per cent in September, due to higher prices for a wide range of products. This brought the rise during the past 12 months to 4 per cent, of which a little under half took place in the last six months. However, the index for manufacturing industries other than food, drink and tobacco, which is not directly affected by excise duty changes, rose 1½ per cent between September 1968 and March 1969, and 2 per cent in the following six months, suggesting some acceleration of the underlying rate of change.

The provisional price index for basic materials and fuel used in manufacturing for August has been revised upwards by ¼ per cent, reflecting amendments for nickel and crude oil. The index as revised rose 1 per cent in August and a further ¼ per cent in September. The change in September was due to higher prices for a number of food and drinks materials, notably milk for liquid consumption and imported sugar.

Materials and fuel used by broad sectors of industry (Table 1)

Provisional index numbers for most sectors rose in September. The increase exceeded ½ per cent only in the case of the food manufacturing industries, where the index was 1½ per cent higher. Compared with 12 months ago, the index for the textile industries was fractionally lower, but there have been increases in all other sectors. These have ranged from 17 per cent in electrical engineering to 1½ per cent for the chemicals and allied industries.

Output of broad sectors of industry – home sales (Table 2)

All provisional sector index numbers rose in September. The increases amounted to about 1 per cent for the food manufacturing industries, and the paper industries. The index for the engineering group of industries rose ½ per cent, with electrical engineering ¾ per cent higher and mechanical engineering ¼ per cent higher. The index for the steel industries rose ¼ per cent, and there were fractional increases in other sectors.

Table 1. Price index numbers of materials purchased **1963 = 100**

1968 SIC		1968		1969			1968	1969							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.p	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug. p	Sept. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	116·1	118·3	119·6	120·3	121·5	116·3	119·5	119·5	120·0	120·2	120·8	120·5	121·8	122·2
	Basic materials	115·5	118·0	119·6	120·5	121·9	115·7	119·5	119·5	120·1	120·4	121·0	120·7	122·2	122·7
	†Fuel	119·7	119·9	119·9	119·8	119·9	119·9	119·9	119·9	119·8	119·8	119·8	119·8	119·8	119·8
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries:	119·3	120·4	122·3	124·2	126·3	119·7	122·3	122·7	123·7	123·9	124·9	124·8	127·1	126·9
	Basic materials other than fuel	119·2	120·5	122·8	125·2	127·8	119·6	122·8	123·3	124·6	124·8	126·1	126·0	128·8	128·5
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	109·4	113·4	113·7	112·5	112·1	109·3	113·6	112·9	112·4	112·7	112·4	111·8	111·4	113·1
Order V	Chemicals and allied industries	114·7	114·6	115·2	116·2	116·6	114·7	115·3	115·5	115·9	116·2	116·4	116·1	116·8	116·8
311 and 312	Steel industries	114·2	114·6	115·3	115·6	117·0	114·2	115·3	115·4	115·4	115·4	116·0	116·8	117·0	117·3
Order VII (excluding MLH 342)	Mechanical engineering industries	116·4	117·2	120·0	122·6	126·5	116·6	120·2	120·9	121·9	122·2	123·7	125·7	126·7	127·1
Order IX	Electrical engineering industry	128·1	130·0	136·7	143·2	149·4	129·0	137·4	137·7	141·3	142·6	145·9	146·5	150·7	151·0
361	Electrical machinery industry	122·8	124·0	128·2	132·5	137·0	123·2	128·5	129·0	131·0	132·0	134·3	135·4	137·3	138·1
Order XIII	Textile industries	102·6	104·3	103·7	104·3	103·3	103·2	103·6	103·5	104·2	104·7	104·1	103·5	103·4	103·0
Order XV	Clothing and footwear industries	110·8	112·4	114·2	116·0	116·3	111·3	114·2	114·8	115·8	116·1	116·1	116·1	116·4	116·4
Order XVII	Timber industries	120·7	122·3	124·3	126·0	127·6	121·2	124·5	125·2	125·5	126·0	126·6	127·4	127·7	127·8
481-484	Paper industries	115·8	116·0	118·0	119·4	121·6	115·9	118·1	118·4	119·0	119·5	119·6	121·0	121·9	122·0
Order XX	Construction materials	114·9	115·6	116·6	118·1	119·9	115·0	116·7	117·1	117·5	118·0	118·7	119·6	119·8	120·2
Part of Order XX	House building materials	117·0	117·8	118·9	120·6	122·3	117·2	119·0	119·5	120·0	120·5	121·2	122·0	122·2	122·6

† Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

(*Continued on next page*)

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale prices index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

WHOLESALE PRICES, *continued*

Table 2. Price index numbers of output

1963 = 100

1968 SIC		1968 3rd qtr.	1968 4th qtr.	1969 1st qtr.	1969 2nd qtr.	1969 3rd qtr. p	1968 Sept.	1969 Feb.	Mar.	Apr.	May	June	July	Aug. p	Sept. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	117·2	118·2	119·5	120·3	121·1	117·3	119·6	119·7	120·0	120·3	120·6	121·0	121·0	121·4
	Home sales	115·7	116·7	118·2	119·2	120·2	115·8	118·3	118·5	118·9	119·2	119·5	120·0	120·0	120·5
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	115·6	116·2	117·0	117·8	118·7	115·7	117·1	117·2	117·6	117·8	118·1	118·5	118·7	118·9
	Home sales	112·8	113·1	114·1	115·1	116·3	112·8	114·1	114·4	114·8	115·1	115·4	116·0	116·2	116·6
	OUTPUT OF SELECTED BROAD SECTORS TO INDUSTRY														
211-229	Products of the food manufacturing industries: Home sales	115·1	115·7	117·0	118·0	118·8	115·0	117·1	117·3	117·6	117·9	118·4	118·8	118·3	119·4
Order V	Chemicals and allied industries: Total sales	108·6	108·6	109·0	109·3	109·8	108·9	109·0	108·9	109·6	109·1	109·2	109·7	109·8	109·9
	Home sales	105·7	105·5	105·7	105·9	106·6	105·8	105·6	105·8	106·1	105·6	106·0	106·4	106·6	106·7
311 and 312	Steel industries: Total sales	107·9	107·8	108·8	110·1	114·7	108·0	108·7	109·1	109·3	109·4	111·6	114·4	114·6	114·9
	Home sales	107·1	107·2	107·6	108·7	114·3	107·1	107·6	107·8	107·8	107·9	110·5	114·0	114·2	114·6
Orders VII to XII	Engineering and allied industries: Total sales	116·7	117·4	118·1	118·7	119·8	116·8	118·3	118·3	118·5	118·7	119·0	119·5	119·8	120·1
	Home sales	113·4	113·8	114·9	116·2	117·9	113·4	115·0	115·4	115·8	116·2	116·6	117·5	117·9	118·4
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	115·4	115·8	117·2	118·7	120·5	115·4	117·3	117·8	118·3	118·6	119·2	120·2	120·5	120·9
Order IX	Electrical engineering: Home sales	112·2	112·8	113·7	115·0	116·8	112·2	113·8	114·3	114·6	115·1	115·4	116·3	116·6	117·5
Order XIII	Textile industries other than clothing: Total sales	109·0	110·3	111·6	112·6	113·2	109·3	111·7	112·1	112·4	112·6	112·7	113·0	113·2	113·3
	Home sales	108·0	109·2	110·4	111·3	111·8	108·3	110·4	110·7	111·1	111·4	111·5	111·5	111·8	111·9
Order XV	Clothing and footwear: Home sales	109·1	109·7	110·6	111·3	111·8	109·2	110·6	110·7	111·0	111·5	111·6	111·7	111·7	111·9
Order XVII	Timber industries: Home sales	119·4	119·7	121·3	122·2	123·1	119·5	121·4	121·8	122·1	122·3	122·3	122·7	123·1	123·3
481-484	Paper industries: Home sales	113·5	113·4	116·1	117·2	118·5	113·4	116·3	116·8	116·9	117·1	117·5	118·0	118·2	119·4
Order XX	New construction‡	120	120	122r	123				122r			123			

‡ Index of building costs figures relate to average for the quarter.

Table 3 (a). Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1968 Sept.	1969 Mar.	July	Aug. p	Sept. p
101	Coal†	110·9	115·3	111·0	111·0	111·0
102/2	Slates	120·6	120·6	120·6	120·6	..
109/3	Salt	93·9	97·2	93·9	93·9	93·9
211	Flour	122·5	122·5	122·5	122·5	122·5
216	Sugar, refined	92·0	99·1	96·5	93·3	98·5
217	Chocolate and sugar Confectionery	116·7	121·4	124·4	124·6	124·7
231	Beer	130·0	137·8	140·1	140·1	140·1
240	Tobacco and cigarettes	129·4	138·4	138·4	138·4	138·4
262	Motor spirit, standard grade (including duty)	132·3	141·8	146·5	146·5	146·5
262	Medium fuel oil (950 secs.)	111·9	111·7	109·9	108·1	108·1
263	Lubricating oils and greases	111·6	110·1	110·1	110·1	110·1
271	General chemicals	103·2	102·9	104·2	104·2	104·3
272	Phamaceutical chemicals	93·8	94·1	93·9	94·3	94·4
272	Pharmaceutical preparations	95·6	94·7	94·6	94·6	94·6
273	Toilet preparations	121·5	122·7	124·0	124·0	124·2
274	Paint	104·7	104·8	104·7	104·7	104·7
275	Soap	117·0	117·3	122·7	123·9	124·0
275	Soapless detergents	103·0	103·2	106·0	107·5	107·5
276/1	Synthetic resins and plastics materials	95·7	96·0	96·4	96·6	96·6
279·7	Photographic paper and films and photochemical materials	117·3	118·3	118·4	118·4	118·4
311/2	Steel sheets	102·2	102·2	109·0	109·0	109·0
311/2	Tinplate	108·4	108·4	115·9	115·9	115·9
311/2	Other finished steels	107·3	108·3	114·4	114·6	115·0

† This index is based on prices ruling on the last day of the month.

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1968	1969			
		Sept.	Mar.	July	Aug. p	Sept. p
312	Steel tubes	113·8	114·0	120·1	121·3	121·8
313/3 and 313/4	Iron castings	113·5	116·5	117·7	117·7	118·0
321	Aluminium and aluminium alloy products:					
	Rolled	129·3	134·8	134·8	134·8	134·8
	Extruded and drawn	126·6	134·3	134·3	134·3	134·3
	Castings	125·4	136·9	139·9	140·7	142·1
	Forgings	116·7	117·8	122·2	122·2	122·2
322	Brass ingot 65-35, B.S. 1400: B.3 delivered	198·8	229·8	241·1	252·4	254·9
353/1	Dental goods	124·3	125·3	125·0	127·5	127·9
365/1	Gramophone records, etc.	104·2	104·5	104·5	104·5	104·5
368	Domestic electrical appliances	104·2	103·8	104·0	104·0	104·9
391	Tools and implements	118·8	121·3	123·9	124·7	126·6
392	Cutlery, spoons and forks	118·2	118·6	119·8	120·8	121·8
	Cutlery (other than razors and razor blades)	122·9	123·1	123·1	123·2	126·1
	Spoons and forks	139·5	139·9	140·3	141·7	141·7
399/6	Domestic hollow-ware	137·2	141·8	145·8	145·8	146·5
399/7	Vats, tanks, cisterns and other industrial hollow-ware	112·4	113·5	113·5	117·5	117·7
399/9	Domestic gas appliances	102·0	102·0	102·0	102·0	102·0
411	Man-made fibres	86·5	87·0	87·7	87·5	87·5
412, 414/5 and 415	Man-made fibres yarns	99·9	101·8	102·4	102·5	102·4
412/1	Cotton and cotton mixture yarns	131·7	133·7	135·8	136·2	..
413/1	Cotton cloth	125·1	131·1	133·3	134·3	134·7
413/5	Man-made fibres fabrics	106·3	108·1	108·3	109·3	109·2
413/6	Linen	123·3	124·6	125·1	126·3	127·8
414/1	Wool tops	84·0	85·1	86·8	87·1	86·3
414/2	Worsted yarn	97·0	97·9	100·6	100·4	100·3
414/5	Woollen fabric	110·1	112·2	113·8	113·8	113·8
415/1	Jute yarn	136·2	155·8	155·8	155·8	153·0
415/2	Jute piece-goods	135·9	147·0	147·0	147·0	147·0
416	Rope, twine and net	95·7	98·0	98·7	98·9	99·3
417	Hosiery and other knitted goods	97·6	98·7	99·2	99·1	99·1
419	Carpets and rugs	110·2	113·8	114·1	114·1	114·5
422/2	Canvas goods and sacks	105·8	111·2	106·0	106·0	106·0
431/1	Leather for footwear	126·9	135·1	138·2	138·1	139·1
432/1	Travel goods	115·4	117·8	119·9	120·1	120·1
441-449	Made-up clothing	108·8	110·5	111·4	111·5	111·6
441	Weatherproof outerwear	105·5	105·9	106·9	107·0	107·1
442	Men's and boys' tailored outerwear	107·5	108·4	109·5	109·6	109·7
443	Women's and girls' tailored outerwear	112·0	112·5	113·2	113·3	113·5
445/1	Women's and girls' light outerwear	111·0	114·2	114·4	114·5	114·5
450	Footwear	109·9	111·1	112·0	112·0	112·2
461/1	Refractory goods, including bricks	112·9	114·4	119·2	119·2	119·2
461/2	Non-refractory goods, including bricks	110·0	110·9	112·8	112·9	113·0
	Building bricks, fletton, common, *delivered*	112·5	114·3	116·2	116·2	116·2
	Building bricks, common other than fletton, *ex-works*	120·6	118·9	121·0	121·0	121·1
462/3	Domestic china and earthenware	125·3	126·0	129·4	130·3	130·3
463/1	Glass (other than containers)	110·4	111·1	112·6	112·6	112·6
463/2	Glass containers	109·6	109·6	113·1	113·1	113·1
464	Cement, delivered	109·0	109·0	109·0	109·0	109·0
469/1	Abrasive paper and cloth	113·8	113·8	120·2	120·2	120·2
469/2	Cast stone and cast concrete products	110·6	110·7	111·3	111·3	111·3
471/1	Home-grown hardwood, sawn	109·6	111·6	113·6	114·0	114·0
471/2	Building joinery	125·6	127·1	129·0	129·2	129·2
472	Domestic furniture	118·5	120·6	120·9	121·6	121·8
473	Bedding, etc.	115·4	118·2	119·7	120·3	120·3
481	Paper and board	113·4	116·0	117·3	117·8	118·7
482/1	Cardboard boxes, carton and fibreboard packing cases	114·3	120·9	122·6	122·7	123·7
482/2	Packaging products of paper etc.	113·7	113·7	115·1	115·8	116·9
	Paper bags	106·5	112·0	111·8	112·3	114·8
483	Manufactured stationery	114·5	118·5	119·3	119·3	121·6
484/1	Wallpaper	130·8	124·2	124·2	124·2	124·1
491/1	Rubber tyres and tubes	105·4	105·6	112·3	112·3	113·2
491/2	Rubber goods (other than tyres and tubes)	108·6	111·9	114·0	114·5	115·2
492	Linoleum and felt base	129·7	129·7	129·7	129·7	129·7
493	Brushes and brooms	111·0	114·3	115·0	115·0	115·1
494/1	Toys and games	115·3	117·4	119·2	119·2	119·2
494/2	Perambulators, etc.	115·3	118·3	121·5	121·6	121·6
494/3	Sports equipment	111·1	112·5	113·0	113·0	..
495/1	Pens and pencils	113·4	114·4	114·7	114·7	116·7
495/2	Other stationers' goods	112·0	114·1	115·0	115·4	115·4
496	Plastics products	90·9	93·3	93·1	93·7	94·1

(*Continued on next page*)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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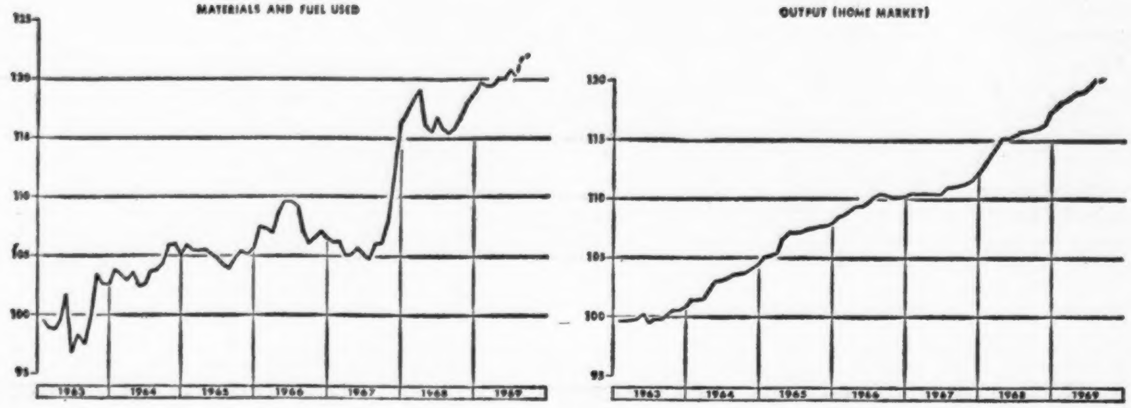
WHOLESALE PRICES INDEX NUMBERS 1963 = 100

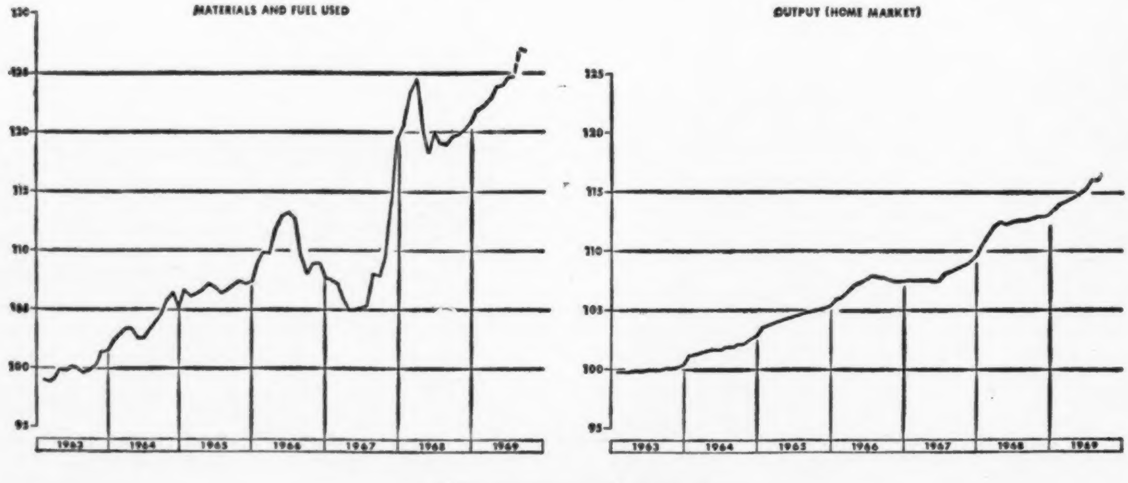
ALL MANUFACTURING INDUSTRY



MATERIALS AND FUEL USED

OUTPUT (HOME MARKET)

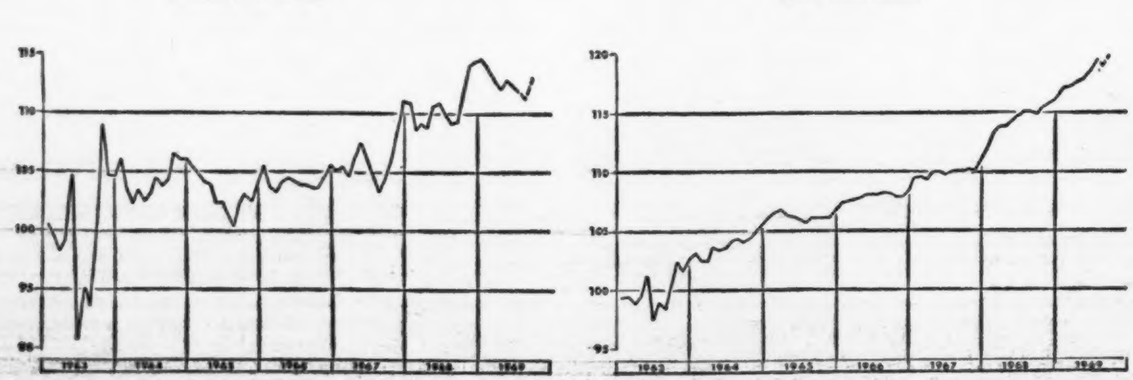
MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)



MATERIALS AND FUEL USED

OUTPUT (HOME MARKET)

FOOD MANUFACTURING INDUSTRY



MATERIALS AND FUEL USED

OUTPUT (HOME MARKET)

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1968	1969			
	Sept.	Mar.	July	Aug.	Sept.
Hides and skins	134·6	153·2	157·1	152·1	153·7
Imported	127·9	150·5	148·0	145·7	150·0
Native	143·7	156·9	169·7	160·7	158·8
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	131·5	136·7	136·7	136·7	136·7
Copper, ex-ship, wharf or warehouse†	200·5	230·9	262·6	290·2	285·2
Lead, ex-ship, wharf or warehouse†	167·7	174·3	207·4	210·9	201·7
Nickel, refined, delivered§	140·5	153·6	153·6	153·6	153·6
Tin, ingot, min. 99·75% settlement price†	142·8	150·9	160·0	161·5	161·4
Zinc, ex-ship, wharf or warehouse†	145·0	149·4	156·3	162·0	165·1
Oil, resins and gums:					
Linseed oil, crude, Argentinian	129·1	119·9	134·6	136·2	131·2
Palm oil, c.i.f., in bulk	77·8	96·2	89·1	93·4	97·1
Whale oil, crude	147·3	131·4	140·1	147·3	147·3
Pyrites, c.i.f., United Kingdom ports	152·0	157·9	155·6	160·9	159·1
Natural rubber	87·7	112·2	117·0	123·3	118·1
Sulphur, crude (for acid making), c.i.f.	216·6	205·5	166·9 r	166·9	166·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	114·2	122·3	121·8	120·5 p	120·5 p
Cotton, raw	110·1	103·6	103·8	102·0	101·6
Jute, raw, PWC grades, c.i.f. Dundee	153·8	174·7	161·9	156·8	155·3
Jute, raw, PWB grades, c.i.f. Dundee	141·6	158·2	148·4	144·8	142·7
Silk, raw, delivered mill	139·1	130·0	135·8	139·9	145·0 p
Sisal, East Africa, No. 1 Grade, c.i.f. London	56·2	52·9	51·6	51·6	51·6
Wool, raw	86·6	84·2	83·3	83·4	82·3 p
Crossbred, medium and coarse, c.i.f. UK	73·4	68·4	71·1	70·7	70·7
Crossbred, fine, c.i.f. UK	91·0	85·5	83·4	84·5	82·3
Merino, c.i.f. UK	97·7	94·6	91·5	91·5	90·1 p
Timber:					
Imported hardwood (ex-yard or wharf)	127·6	131·0	133·8	134·2	134·3 p
Imported plywood (delivered to consumers)	126·6	133·6	135·9	135·9	136·6
Imported softwood (delivered to consumers)	127·1	131·2	132·8	132·9	133·2
Woodpulp, imported	119·2	122·6	127·8	127·8	127·8

†L.M.E. means of buyers' and sellers' prices at close of morning session.
§Producers' price.

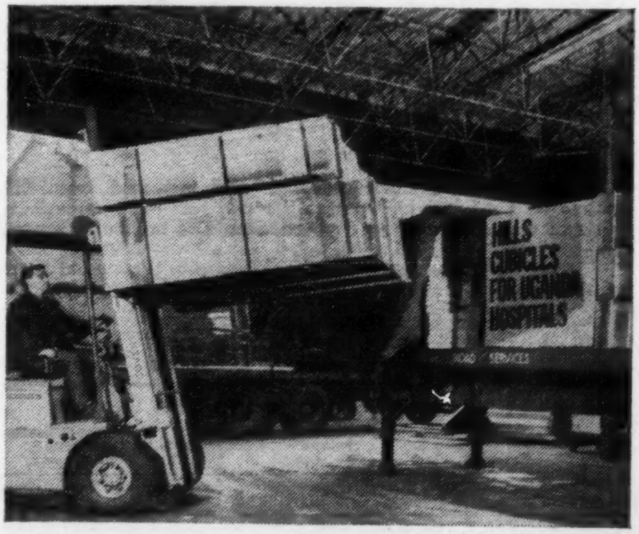
INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relating to 1963 = 100 supersede those previously published on the base 1954 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base 1954 = 100 until December 1971. From January 1969 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1963 = 100 Series. For users of other 1954 based index numbers who wish to continue the series in this way, conversion factors will be provided on request.

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1969		
		July	Aug. p	Sept. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry—	123·4	124·7	125·2
	Basic materials	118·9	120·4	120·8
	Fuel	158·9	158·9	158·9
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	128·1	130·5	130·2
	Basic materials other than fuel	122·7	125·4	125·2
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	113·7	113·3	115·1
263 to 277	Chemicals and allied industries	124·8	125·5	125·5
331 to 349 (excluding 342)	Mechanical engineering industries	166·0	167·4	167·9
361	Electrical machinery industry	163·2	165·5	166·5
Order X	Textile industries	100·7	100·6	100·2
Order XIV	Timber industry	141·1	141·4	141·5
481 to 483	Paper industries	127·9	128·8	128·9
Order XVII	Construction materials	146·5	146·7	147·2
Part of Order XVII	House building materials	149·7	149·9	150·4

SHOWER CUBICLES FOR UGANDA



F. Hills & Sons Ltd., the Stockton-on-Tees, Teesside, manufacturers of doors, ready-hung door units, cubicles, and building components, have just despatched their first consignment of 'Melabord' cubicles to Uganda. This is the first part of an order worth almost £20,000 to supply 737 Hills shower cubicles for 11 rural hospitals throughout Uganda. Deliveries will be at a rate sufficient to equip one hospital per month. Hills have recently air freighted another export order for five shower cubicles to Bermuda. The cubicles were urgently required for installation in a school on the island; normal delivery would have taken nine weeks, but with a special effort on the part of the manufacturers and the use of air transport this was reduced to little more than three weeks.

UK computer market during the second quarter of 1969

Total output £50.7 million

MINISTRY OF TECHNOLOGY figures published on October 16 reveal that the total output of computers and ancillary equipment, including repairs and maintenance, continued at a high level in the second quarter of 1969. There was an appreciable increase over the first quarter.

Deliveries still rising

In the period under review deliveries of both British-made and factored equipment increased. Total deliveries were over 9 per cent higher than in the first quarter. This sort of movement from one quarter to another is a feature of the industry, and a better perspective is obtained from a comparison of the first half of 1969 with the first half of 1968. This shows an increase of 27 per cent in total deliveries.

Deliveries of computer hardware

£ million

	All machines			British made			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1969 1st quarter	43·0	32·4	10·6	30·7	20·1	10·6	12·3	12·3	—
2nd quarter	47·0	33·5	13·5	33·1	19·6	13·5	13·9	13·9	—
Increase £million	4·0	1·1	2·9	2·4	–0·5	2·9	1·6	1·6	—
%	*9*	*3*	*27*	*8*	*–2*	*27*	*13*	*13*	—
1968 1st half	70·6	52·1	18·5	53·3	35·6	17·7	17·3	16·5	0·8
1969 1st half	90·0	65·9	24·1	63·8	39·7	24·1	26·2	26·2	—
Increase £ million	19·4	13·8	5·6	10·5	4·1	6·4	8·9	9·7	–0·8
%	*27*	*26*	*30*	*20*	*11*	*36*	*51*	*59*	—

Factored equipment takes bigger share

Full details of deliveries and total output are given in Tables 1, 2 and 3, but it is apparent from the above that the share of the home market which is being met by factored equipment is increasing rapidly, from £16.5 million in the first half of 1968 to £26.2 million in the first half of 1969.

Exports up

Exports of British-made machines also increased from £17.7 million to £24.1 million between the two half-years, whereas exports of factored machines declined from £0.8 million to virtually nil.

The number of computer systems delivered in the second quarter of 1969 was:

Digital computer systems delivered, 2nd quarter 1969

Price Range	Home		Export	
	No.	Value £'000	No.	Value £.000
Less than £5,000	29	85	—	—
£5,000- £19,000	171	1,680	36	323
£20,000- £49,000	23	712	9	322
£50,000-£119,000	33	2,685	47	3,451
£120,000-£249,000	20	3,429	12	2,068
£250,000-£499,000	9	3,077	3	892
£500,000-£999,000	1	820	—	—
More than £1,000,000	—	—	—	—
Unclassified	69	5,787	133	652
Total	355	18,275	240	7,708

There was an increase in the proportion of systems in the lowest price ranges, and a falling-off in the largest systems.

Orders on hand up by 11 per cent

Orders on hand at June 30, 1969 amounted to £288 million, again a record, and an increase of £30 million, or 11 per cent, over March 31 figure of £258 million.

The details are shown in Table 4; orders for British-made machines increased by 17 per cent over the March total, while orders for factored machines were 3 per cent higher. Export orders, which were all for British-made machines, again increased sharply so that at June 30, they were 32 per cent above the March figure and 60 per cent above that at the end of 1968.

Net new orders, which are derived from deliveries and orders on hand, fluctuate quite widely.

Net new orders for electronic computers

£ million

	1967			1968			1969		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1st quarter	70·1	62·1	8·0	50·1	40·4	9·7	59·6	40·4	19·2
2nd quarter	38·8	27·8	11·0	38·5	23·6	14·9	77·0	47·9	29·1
3rd quarter	45·0	35·1	9·9	76·0	60·6	15·4			
4th quarter	34·7	24·5	10·2	53·6	43·6	10·0			

Employment

Table 5 shows the numbers employed in the industry at June 30 at 45,800.

Table 1. Total deliveries of electronic computers

£ thousand

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1966 1st quarter	18,336	3,753	369	176	470	151	877	40	6,609	3,948	26,661	8,068	1,336	76	57	17	28,071	8,144	1,047
2nd quarter	20,118	4,849	270	86	531	146	1,523	140	6,831	3,824	29,273	9,045	1,561	81	60	17	30,911	9,126	1,053
3rd quarter	20,737	4,675	294	44	503	142	1,219	158	6,846	3,826	29,599	8,845	1,423	77	114	13	31,149	8,922	961
4th quarter	19,493	3,295	460	1	469	133	1,048	39	7,935	4,154	29,405	7,622	1,604	79	95	7	31,111	7,701	1,203
1967 1st quarter	17,114	5,067	375	86	531	157	716	31	7,171	3,140	25,907	8,481	1,590	77	102	2	27,601	8,558	1,648
2nd quarter	20,124	5,355	318	91	791	193	795	80	7,674	3,724	29,702	9,443	2,018	344	111	11	31,842	9,787	2,135
3rd quarter	26,596	6,518	239	57	728	160	612	74	7,011	2,664	35,186	9,473	2,365	251	111	29	37,691	9,724	1,869
4th quarter	24,937	5,887	615	59	1,483	328	428	148	8,975	3,483	36,438	9,905	2,601	398	142	34	39,215	10,325	2,831
1968 1st quarter	21,446	4,532	345	—	1,392	293	1,031	564	9,605	2,855	33,819	8,244	2,787	82	26	30	36,662	8,326	2,150
2nd quarter	25,481	6,652	263	3	1,271	222	1,066	223	8,704	3,146	36,785	10,246	2,717	227	13	113	39,628	10,473	2,556
3rd quarter	31,930	6,728	470	42	1,034	239	1,699	313	9,014	2,825	44,147	10,147	3,411	230	7	37	47,602	10,377	2,398
4th quarter	34,409	8,667	882	188	1,535	390	1,106	73	12,664	2,885	50,596	12,203	2,953	168	10	62	53,621	12,371	2,743
1969 1st quarter p	25,906	6,901	579	80	1,995	199	1,263	103	13,294	3,358	43,037	10,641	3,241	229	7	30	46,315	10,870	3,463
2nd quarter p	25,983	7,708	1,684	114	1,941	545	1,411	341	15,987	4,798	47,006	13,500	3,712	384	3	32	50,753	13,884	2,855

Table 2. Deliveries of electronic computers (British made)

£ thousand

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1966 1st quarter	10,494	3,294	369	176	375	147	745	32	5,675	3,661	17,658	7,310	1,336	76	57	17	19,068	7,386	1,047
2nd quarter	11,434	4,387	270	86	440	146	1,398	140	6,362	3,705	19,904	8,464	1,339	81	60	17	21,320	8,545	1,013
3rd quarter	13,094	4,477	294	44	389	142	1,094	158	6,340	3,750	21,211	8,571	1,178	77	114	13	22,516	8,648	921
4th quarter	10,416	3,009	460	1	394	133	923	39	7,462	4,152	19,655	7,334	1,380	79	95	7	21,137	7,413	1,010
1967 1st quarter	12,381	4,645	342	86	465	157	716	31	5,974	3,082	19,878	8,001	1,338	77	102	2	21,320	8,078	1,262
2nd quarter	14,539	5,109	281	91	567	193	795	80	6,794	3,532	22,976	9,005	1,679	344	111	5	24,771	9,349	1,272
3rd quarter	17,635	6,198	239	57	660	160	612	74	6,236	2,643	25,382	9,132	2,035	251	111	22	27,550	9,383	1,166
4th quarter	17,826	5,464	590	59	1,156	328	428	148	7,905	3,471	27,905	9,470	2,254	398	142	34	30,335	9,890	1,801
1968 1st quarter	17,173	4,152	345	—	924	293	1,022	564	6,548	2,843	26,012	7,852	2,002	82	26	30	28,070	7,934	1,586
2nd quarter	18,223	6,344	234	3	735	222	1,041	223	7,027	3,061	27,260	9,853	2,297	227	13	113	29,683	10,080	1,469
3rd quarter	19,851	6,728	470	42	538	234	1,699	313	6,861	2,825	29,419	10,142	2,948	230	7	37	32,411	10,372	2,344
4th quarter	21,950	8,579	882	188	1,038	383	1,106	73	6,676	2,885	31,652	12,108	2,508	168	10	62	34,232	12,276	2,183
1969 1st quarter p	19,533	6,889	579	80	1,231	198	1,263	103	8,117	3,356	30,723	10,626	2,643	229	7	30	33,403	10,855	2,683
2nd quarter p	19,233	7,708	670	114	1,344	539	1,411	341	10,456	4,796	33,114	13,492	3,180	384	3	32	36,329	13,876	1,452

Table 3. Deliveries of electronic computers (factored)

£ thousand

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (a)		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1966 1st quarter	7,842	459	—	—	95	4	132	8	934	287	9,003	758	—	—	—	—	9,003	758	—
2nd quarter	8,684	462	—	—	91	—	125	—	469	119	9,369	581	222	—	—	—	9,591	581	40
3rd quarter	7,643	198	—	—	114	—	125	—	506	76	8,388	274	245	—	—	—	8,633	274	40
4th quarter	9,077	286	—	—	75	—	125	—	473	2	9,750	288	224	—	—	—	9,974	288	193
1967 1st quarter	4,733	422	33	—	66	—	—	—	1,197	58	6,029	480	252	—	—	—	6,281	480	386
2nd quarter	5,585	246	37	—	224	—	—	—	880	192	6,726	438	339	—	—	6	7,071	438	863
3rd quarter	8,961	320	—	—	68	—	—	—	775	21	9,804	341	330	—	—	7	10,141	341	703
4th quarter	7,111	423	25	—	327	—	—	—	1,070	12	8,533	435	347	—	—	—	8,880	435	1,030
1968 1st quarter	4,273	380	—	—	468	—	9	—	3,057	12	7,807	392	785	—	—	—	8,592	392	564
2nd quarter	7,258	308	29	—	536	—	25	—	1,677	85	9,525	393	420	—	—	—	9,945	393	1,087
3rd quarter	12,079	—	—	—	496	5	—	—	2,153	—	14,728	5	463	—	—	—	15,191	5	54
4th quarter	12,459	88	—	—	497	7	—	—	5,988	—	18,944	95	445	—	—	—	19,389	95	560
1969 1st quarter p	6,373	12	—	—	764	1	—	—	5,177	2	12,314	15	598	—	—	—	12,912	15	780
2nd quarter p	6,750	—	1,014	—	597	6	—	—	5,531	2	13,892	8	532	—	—	—	14,424	8	1,403

(a) Work done in United Kingdom only.

Table 4. Orders on hand for electronic computers and peripherals

£ million

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31	126·9	97·5	29·4	99·2	71·3	27·9	27·7	26·2	1·5
1967 March 31	171·1	142·2	28·9	114·2	86·5	27·7	56·9	55·7	1·2
June 30	180·2	149·7	30·5	123·9	94·4	29·5	56·3	55·3	1·0
September 30	190·0	159·0	31·0	135·8	105·9	29·9	54·2	53·1	1·1
December 31	188·3	157·0	31·3	128·1	97·9	30·2	60·2	59·1	1·1
1968 March 31	204·6	171·9	32·7	125·3	93·1	32·2	79·3	78·8	0·5
June 30	206·3	169·0	37·3	140·4	103·2	37·2	65·9	65·8	0·1
September 30	238·2	195·6	42·6	147·6	105·0	42·6	90·6	90·6	—
December 31	241·3	200·9	40·4	150·6	110·2	40·4	90·7	90·7	—
1969 March 31	257·9	208·9	49·0	157·9	108·9	49·0	100·0	100·0	—
June 30	287·9	223·3	64·6	184·5	119·9	64·6	103·4	103·4	—

Table 5. Numbers employed in United Kingdom electronic computer industry

	Total	R & D	Manu-facturing	Sales	Other
1966 December 31	35,800	3,600	15,300	4,700	12,200
1967 March 31	37,600	4,200	15,200	5,000	13,200
June 30	39,000	4,300	16,000	5,000	13,700
September 30	40,600	4,400	16,600	5,300	14,300
December 31	41,600	4,800	17,000	5,600	14,200
1968 March 31	44,500	5,000	17,500	5,500	16,500
June 30	44,600	4,800	18,200	5,200	16,400
September 30	45,600	5,300	18,000	5,300	17,000
December 31	45,100	4,900	17,800	5,500	16,900
1969 March 31	44,000	4,600	17,200	5,300	16,900
June 30	45,800	5,200	17,600	5,700	17,300

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Aircraft noise at Heathrow and Gatwick airports during the second quarter of 1969

HEATHROW AIRPORT, LONDON

Monitoring of the noise of departing turbo-jet engined aircraft and of the height of all types of arriving aircraft continued during the second quarter of 1969.

The results are set out below, together with comparable figures for the same period in the previous four years:

Departing aircraft

Number of jet day departures	23,211
Number of jet day departures monitored	20,493 (88.3% of Total)
Percentage exceeding the permitted noise level of 110 PNdB	0.3%
Number of jet night departures	1,159
Number of jet night departures monitored	1,110 (95.7% of Total)
Percentage exceeding the permitted noise level of 102 PNdB	2.2%

		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringement
1965	2nd quarter	10,155	0·5	874	2·6
1966		13,405	0·9	876	4·8
1967		16,083	0·1	886	0·1
1968		18,361	0·2	995	2·0
1969		20,493	0·3	1,110	2·2

The gradual filling of staff vacancies has resulted in a higher percentage of the number of aircraft being monitored.

Arriving aircraft

During the quarter 1,175 aircraft (3.4 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees. One aircraft infringed the approach path at a single point. An explanation of the cause has been obtained from the operator concerned.

Figures for the second quarter of this and the four previous years are as follows:

		Number of aircraft monitored	Percentage infringements
1965	2nd quarter	1,615	0·3
1966		1,901	0·7
1967		1,477	0·2
1968		921	0·1
1969		1,175	0·1

Production in the cotton industry
Annual totals and weekly averages

GATWICK AIRPORT, LONDON

Monitoring of the noise of departing turbo-jet engined aircraft continued during the second quarter of 1969.

The results achieved are set out below:

Departing aircraft

Number of jet day departures	5,702
Number of jet day departures monitored	4,734 (83% of Total)
Percentage exceeding the permitted noise level of 110 PNdB	0.5%
Number of jet night departures	692
Numbered of jet night departures monitored	517 (74.7% of Total)
Percentage exceeding the permitted noise level of 102 PNdB	3.3%

As noise monitoring commenced at Gatwick in July 1968, no figures for previous years are available for comparison.

Infringement rates have improved compared with the first quarter of 1969, especially at night. Better weather in the second quarter had made it easier for pilots to follow the procedures, they are becoming more accustomed to them, and continuing close liaison with the operators is bringing better co-operation.

Arriving aircraft

Sample monitoring of the approach path of arriving aircraft at Gatwick will commence as soon as suitable equipment can be installed.

Note:

Variations in the level of infringement are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were, in fact, noisier or quieter than in previous years.

Footwear industry: orders and deliveries

In the three months ending August net new orders received by the footwear industry were 1 per cent more than in the corresponding months of 1968; deliveries were unchanged. Order books at the end of August were 6 per cent less than at the end of August 1968.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production series (Reference P17).

Million pairs

	Orders-on-hand (end period)	Net new orders	Deliveries
1964	35·8	—	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1968	41·2	17·0	16·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter	38·2	13·0	17·0
4th quarter	41·2	18·5	17·5
1969 1st quarter	47·5	19·1	17·0
2nd quarter	48·9	15·7	15·2
1968 June	50·0	9·8	15·0
July	43·6	9·4	15·8
August	41·3	12·8	15·1
September	38·2	16·9	20·0
October	39·6	20·9	19·5
November	38·1	17·3	18·8
December	41·2	17·4	14·3
1969 January	39·7	13·7	15·2
February	44·2	22·1	17·6
March	47·5	21·4	18·1
April	50·5	18·3	15·3
May	52·4	16·8	14·9
June	48·9	12·0	15·5
July p	42·8	9·1	15·2
August p	38·8	11·1	15·1

The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in August was 6 per cent less than in August 1968, as measured by the 1963 based index of production.

Statistics issued by the Wool Industry Bureau of Statistics show that in the eight months January-August deliveries of woven fabrics (excluding blankets) were 3 per cent less than in the same period of 1968; deliveries of worsted yarn (excluding semi-worsted yarns) were 3 per cent less than a year ago.

Production of wool and hair tops was 5 per cent less and of man-made fibre tops 20 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
69 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
1968 Aug	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In August deliveries of semi-worsted yarn were 1·3 million lb.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarns and finishing) in August was 2 per cent less than in August 1968, as measured by the 1963 based index of production.

Statistics issued by the Textile Council show that in the eight months January-August the amount of cloth woven was 1 per cent more than in the corresponding period of 1968. Production of single yarn was 1 per cent less and the amount of yarn doubled was 3 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964ø	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1167	383·8	124·8	108·1	105·2	78·4	745·0	529·8
9968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1968 August	7·5	3·0	2·1	2·2	2·2	14·8	10·8
September	6·4	2·8	1·9	2·0	2·5	13·5	10·0
October*	7·8	3·3	2·3	2·3	2·5	15·2	11·5
November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

Textile and clothing industries: orders and deliveries

IN THE THREE months ending August net new orders received by the textile and clothing industries were unchanged compared with the three months ending May; by comparison, deliveries were 1 per cent less. Net new orders exceeded deliveries during the June-August period with the result that order books at the end of August were 2 per cent higher than at the end of May.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

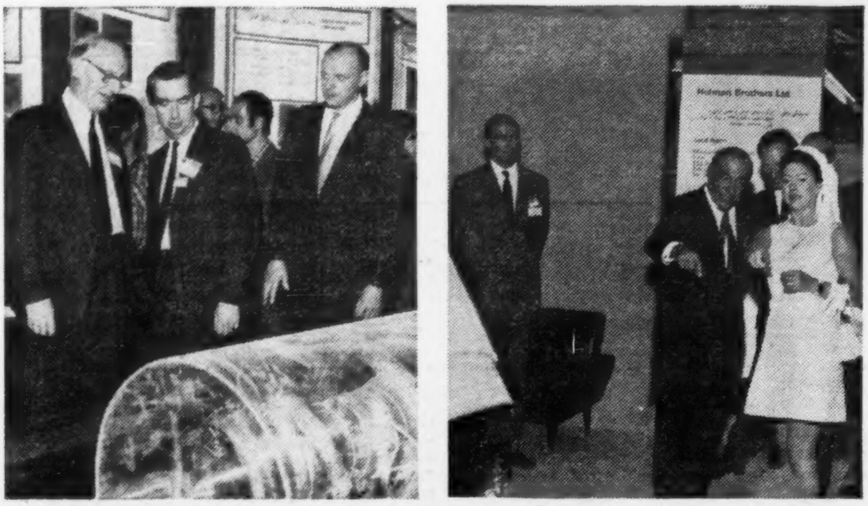
Textile and clothing industries†

Index numbers of the volume of total orders and deliveries (§)

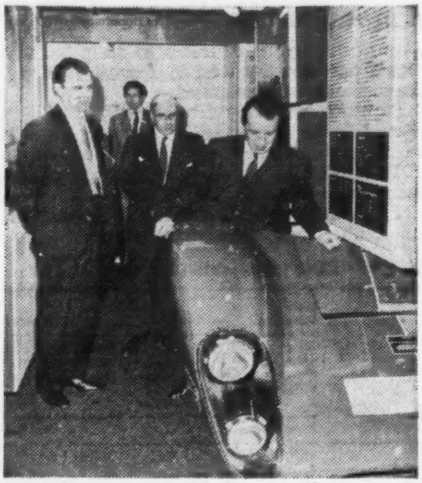
	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	134	103	101	99	97
2nd quarter p	135	131	102	100	100	102
1968 May	128	124	115	106	97	94
June	129	125	100	104	97	103
July	124	124	71	86	85	92
August	123	126	86	106	90	96
September	122	129	99	106	100	98
October	123	127	108	90	106	95
November	129	126	125	102	108	99
December	129	129	88	99	87	95
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	134	104	98	102	97
April p	135	134	101	101	96	100
May p	136	131	103	99	100	102
June p	135	131	102	101	104	105
July p	133	132	80	97	87	94
August p	130	134	80	99	89	96

(†) Wool hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

Exhibitions and Fairs



Left: Lord Brown, Minister of State, Board of Trade (left), discusses some of the equipment displayed in the British Pavilion at the second Asian International Trade Fair in Tehran. Right: HRH Princess Margaret, who formally opened British Day at the fair, shows animated interest in a Holman tractor vole drill at the Holman Brothers stand. Explaining the intricacies of the machine is Mr. M. Rastegar, managing director of Holman distributors, Cherkate Sahami Va Maadani Irani, and area sales manager.on the left of the photograph is Mr. K. E. P. Tomlinson, Holman Iran is one of the largest overseas markets for Holman construction equipment.



The car body of the future? Mr. Gerald Fowler (right), then Joint Parliamentary Secretary to the Ministry of Technology, inspects a carbon fibre reinforced plastic motor car bonnet at the Ministry of Technology stand at the Stockholm Technical Fair.

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Examining equipment at the Hi-Fi and Home Appliances Show held during British Week in Tokyo, left to right: Lord Snowdon, who opened the show; Mr. Masaru Ibuka, president of Sony Corporation; one of the British exhibitors. (*Report on page* 1116).

Mr. C. R. Jacques, British Consul Commercial, cuts the ribbon opening an extensive exhibition of Royal Worcester table and ornamental wares at Messrs. Stuttafords, Durban. Royal Worcester overseas manager Mr. John Roberts-Powell (right) and store customers are watching. Sales on the first day were so good that large repeat orders were placed immediately.

International experts visit Nuclex 69 at Basle

A report from the British Embassy, Berne

THE SECOND International Nuclear Industries Fair NUCLEX 69) was held in Basle from October 6-11. It is clear that this highly specialized fair has already assumed prime importance for the nuclear industries of the world. The total floor area of this year's fair (10,600 sq metres) was one-third larger than last time, the total number of exhibitors rose from 250 to 317 and the visitors from 12,000 in 1966 to 18,000 this year. Countries exhibiting included all the priniopal industrial countries of Western Europe, the United States, Canada, the Soviet Union and Czechoslovakia.

The United Kingdom stands occupied more than one-tenth of the total area, and earned many tributes from the Swiss and our foreign competitors for their trim and businesslike apearance. Twenty-one United Kingdom firms exhibited, including both the design and construction consortia, a number of very large firms whose names are known throughout the world and also several much smaller concerns. The Atomic Energy Authority and the British Nuclear Forum also had stands in the United Kingdom area.

Nobody expects on-the-spot sales at NUCLEX, and specific success stories cannot therefore be quoted, but the great majority of British exhibitors was well satisfied with the flow of business visitors to their stands and the meaningful inquiries made. It was a feature of the fair that apart from many visitors from Switzerland and nearby countries like Germany, Italy and France, others came from all over the world. The British exhibitors were thus able to renew their acquaintance with experts in this field and to make valuable new contacts.

In addition to the exhibition itself, a British industrial colloquium, sponsored by the British Nuclear Forum, was held on British Day, October 8. It was exceedingly well attended with a brisk flow of questions from the floor. The speakers were the managing director of the Nuclear Power Group, who is also this year's president of the British Nuclear Forum, the managing director of the Atomic Energy Authority's Production Group and representatives of the Central Electricity Generating Board and the British Nuclear Forum. The Forum also held a reception at their stand the same evening.

British exhibitors paid warm tributes to the CoI's assembly team and to the help they received from all concerned, both British and Swiss. Judging by the evident success of NUCLEX 69 the next fair in this series should be a must for all major British firms in this field. It has already been fixed for October 16-21, 1972.

Record number of countries take part in 25th Plovdiv fair

A report from the Commercial Section, British Embassy, Sofia

ON SEPTEMBER 9 Bulgaria commemorated 25 years of Communist rule and by a fortuitous historical coincidence was able to celebrate during the last 10 days of the same month the 25th International Trade Fair at Plovdiv. There have been fairs at this Thracean city since at least the 14th century but the Plovdiv exhibition of 1892 was the forerunner of the present fair, which since 1966 has become an annual event. The opening of this year's fair was marked by a welcoming speech from Mr. Avramov, the Minister of Foreign Trade and Deputy Prime Minister, and was officially declared open by the President of the Council of Ministers and Secretary of the Party, Mr. Todor Zhivkov, who then – to everybody's admiration – carried out his annual marathon tour of the extensive grounds of the fair by foot accompanied by a large and occasionally flagging entourage. He later gave an enjoyable lunch and the foreign guests included Mr. G. J. MacMahon, Under-Secretary, Commercial Relations and Exports Department, Board of Trade, and the British Ambassador who were themselves hosts, together with the British exhibitors, at a successful reception in the British Pavilion which was held later in the week.

Perhaps the special occasion of the Jubilee Fair was the spur which persuaded a record number of countries to take part in this year's fair, which boasted 31 official nationally organized pavilions plus firms from a further 17 different countries participating individually. Amongst the newcomers this year were attractive exhibitions from the Irish Republic and Monoglia, while a noticeable absentee was an official entry from the United States.

For the third year running there was an official pavilion organized by the Board of Trade and attractively designed by the Central Office of Information, this, which was one of the national pavilions awarded a special medal, was also one of the very few western national pavilions which was bigger this year than last. But even a reduced entry from the Federal Republic of Germany, a traditional supplier to Bulgaria, was still several times larger than our own pavilion, which was also appreciably smaller than entries from Italy, Austria and France. This is a state of affairs which reflects the particularly disappointing level of British exports to Bulgaria during the last two years.

In our pavilion were representatives from a selection of British suppliers of capital equipment, particularly in the field of the chemistry and metallurgy industries, while industrial and agricultural chemicals were featured on the large Shell stand, and there were also displays of scientific and industrial laboratory equipment, electronic components and instruments, small tools including diamond tools, industrial filters and earth moving plant. International Computers Ltd. had a strong team manning their stand where they showed some of their latest visual display units. The only consumer goods on display were Scotch whisky and the products of Ronson which as usual created much interest in a country which has deliberately restricted the import of consumer goods from the West in order to be able to buy more capital machinery and industrial supplies.

Goods displayed in other Western pavilions which were not to be seen in ours included laundry equipment, textile machinery – particularly for use with synthetic fibres – food processing plant and equipment, commercial vehicles, paper machinery, wood working machines, sophisticated machine tools, road building plant, industrial refrigeration units, colour television and telecommunications equipment.

Negotiations at the fair for the purchase of goods from Western exhibitors, unless already completed before the fair begins, tend to be lengthy and protracted and usually have to be continued in Sofia afterwards, and it is therefore not possible at this stage to estimate how much business British exhibitors got out of the fair. But the general indications from those exhibitors who had come to Plovdiv hoping to conclude contracts was that they had a disappointing time. This is no doubt mainly due to the tightness of the Western currency position in Bulgaria at the present time, a position which should ease eventually as the large capital investment in industry and agriculture made in the last few years starts to give returns. Certainly almost all the British exhibitors who had come to Plovdiv to make contacts rather than contracts were generally pleased with the number of specialists, engineers and trade representatives who visited their stands.

The exhibits from Eastern Europe in general and Bulgaria in particular were more numerous in variety, more attractively presented and, in many cases, better designed than in previous years. One can recommend unreservedly Plovdiv as being an excellent show window for buyers from the West, particularly firms concerned in counter-trade transactions who are looking for more supplies from this part of the world in order to help pay for goods sold.

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Shoes from Britain impress buyers at Montreal show

A report from the British Government Office, Montreal

THE NINE British manufacturers of footwear who participated in the 1969 Canadian Shoe and Leather Fair left Montreal tired but well satisfied after three strenuous days of sales discussions with both Canadian and United States shoe buyers.

This year's Shoe Fair, which was held in the Concordia Hall, of Place Bonaventure, Montreal, from September 28 until September 30, marked the 50th Anniversary of the Shoe Manufacturers' Association of Canada, the body responsible for the show organization. The concensus of opinion of exhibitors and visiting buyers was that this year's show with an increased number of open booths was the best organized and most professionally staged to date.

The British exhibit sponsored by the British Footwear Manufacturers' Federation and designed by the Central Office of Information, London, consisted of nine individual booths grouped in a single overall unit which was one of the most attractive exhibits in the show.

Attendance at the 1969 show was probably the highest ever, and in addition to footwear buyers from all parts of Canada, included approximately 100 buyers from leading footwear retail stores in the United States. Many of these American buyers who visited the British exhibits were impressed with the quality and styling of the footwear on display, and arrangements were made for follow-up visits at the up-coming Chicago Show. The British exhibitors were also well pleased with the nterest shown by Canadian buyers. Although there were no large confirmed orders reported, many new accounts were opened and sampling orders taken.

The success experienced by Start-Rite Shoes Ltd., Norwich, the well-known children's shoe manufacturers, who have been regular exhibitors of the Canadian Shoe Fair since British footwear manufacturers were first admitted four years ago, proves the sales value of this event. After four years, the British firm has quadrupled its original Canadian sales and indications after this show are for another large increase in sales during the next year. The other British manufacturers who took part in the joint venture were: British Shoe Corp. Footwear Ltd., Church & Co. Ltd., William Timpson Ltd., John White Footwear Ltd., all showing men's shoes; Bally Shoe Factories (Norwich) Ltd., Gidley Wright Ltd., Holmes of Norwich (Edward & Holmes Ltd.), showing ladies' shoes; and Dunkelman and Son Ltd., showing exercise sandals and accessories. Other British footwear and shoe machinery was also included in the stands of Canadian distributors/manufacturers. Prominent amongst these were the shoes of A. Barker and Sons Ltd., and a comprehensive display of machinery made by Ralphs Unified Ltd., Leicester. Mr. Ralphs, who was actively assisting his Canadian distributor, said that his company exports well over half of its annual output of machines, and that the Canadian market, despite its exacting requirements, is one of the principal export markets.

Canadian manufacturers naturally dominated the show, and were mainly responsible for the improved overall appearance, by abandoning closed exhibits in favour of open displays. The French and Irish officially sponsored exhibits which respectively faced and flanked the British display were also of a high standard. Although there was no official group from either Italy or Spain in the exhibition, individual importers were exhibiting shoes from these countries, and the Spanish Government mounted a large display in their Trade Promotion Centre five floors above the exhibition hall. Indications are that competition for the Canadian footwear market will intensify.

The British exhibit was a joint venture between the Board of Trade and the British Footwear Manufacturers' Federation. Mr. Bryan Wallis, export manager of the Federation, who manned the information booth throughout the exhibition, is already planning participation in the 1970 Canadian Shoe Fair, and is confident that additional British footwear manufacturers will wish to participate in this highly successful exhibition.

Discussing fine-quality British shoes at the Chicago Shoe Fair.

Machine tools dominant at Stockholm Technical Fair

A report from the Commercial Department, British Embassy, Stockholm

Two joint venture groups, sponsored by the London Chamber of Commerce and the Building Materials Export Group in conjunction with the Board of Trade, exhibited the products of over 50 firms at the Stockholm Technical Fair between October 1-7. A number of other British firms took part independently or through their agents.

The Technical Fair is an annual event which this year attracted 863 exhibitors, a truly international event with participants from all parts of the world. There were several national stands, with the two British stands by far the largest both in the number of firms represented and the area covered. Whilst engaging most aspects of industrial equipment, the emphasis was undoubtedly on machine tools this year. An attendance of over 60,000 is reported.

On October 3 the fair was visited by Mr. Gerald Fowler, then Joint Parliamentary Secretary to the Ministry of Technology, and accompanied by Mr. K. E. Mackenzie, HM Chargé d'Affaires and Commercial Counsellor, he spent the day inspecting the exhibits and talking to firms' representatives. During the evening the Minister attended a reception at the hall for buyers, agents and exhibitors.

One of the main centres of interest was the Ministry of Technology stand in the London Chamber of Commerce group, demonstrating effectively the practical co-operation between the Ministry and Britain's engineering industry in promoting new technology. Some 14 examples of new products and processes developed under the auspices of the Ministry were on display, perhaps those commanding greatest attention being illustrations of the development of carbon fibre reinforced plastics.

The British firms participating in the two venture groups, with only two exceptions, reported satisfaction with the results obtained, and made good use of the opportunity provided to widen their circle of contacts in the Swedish market, and to stimulate interest in new equipment and techniques. Many firms said they profited from the opportunity of working side-by-side with their established agents. The one firm not represented in Sweden found an agent during the exhibition.

Sales from the stand are not necessarily an accurate measure of success, but perhaps special mention might be made of Adcock and Shipley Ltd., who reported that all machines on their stand had been sold. Brookes (Oldsbury) Ltd., who sold three tube bending machines, and W. H. A. Robertson Ltd., who received orders for taps and dies to the value of £30,000. It is estimated that immediate sales and orders were in the region of £200,000, and the number of inquiries made will lead to further business considerably in excess of this figure.

The next Stockholm Technical Fair will be held during the autumn of 1970, and once again machine tools are expected to provide a dominant theme.

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The British section at the Copenhagen Fashion Fair was one of the show's major attractions. A report was published in last week's Journal.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757,

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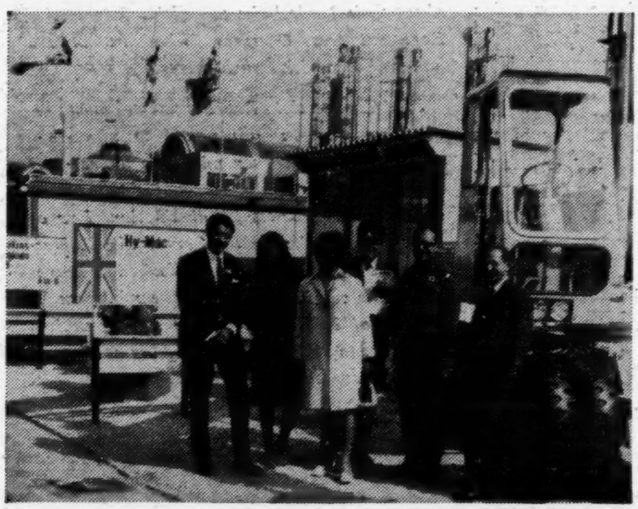

Hy-Mac all-hydraulic excavators aroused much interest amongst potential customers recently at the Brno, Czechoslovakia, and Auckland, New Zealand, International Trade Fairs. Immediate prospective sales by Hy-Mac 580BT and 1080 *excavators resulted at Auckland, where the Hy-Mac 880 and 610 machines were also displayed by Cory, Wright & Salmon, Hy-Mac distributor in New Zealand. At Brno Hy-Mac 610 all-hydraulic wheeled excavator was displayed. Hy-Mac equipment is fast growing in popularity in Czechoslovakia and further orders are anticipated in the near future. Pictures shows Mr. T. F. Dracup (left), Hy-Mac Central European sales executive, and Miss Eva Svobodova (second left), Hy-Mac interpreter, on the Hy-Mac stand with a representative from Strojexport and some Hy-Mac customers.*

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and Wednesday 19
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Ministry of Public Building and Works

Thursday 20
The Design of Building Components
The Royal Institute of British Architects
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The Association of Industrialized Building
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Friday 21
Conversion and Renewal: A £200m Housing Market?
Industrial Marketing Research Association
(Construction Group)

The cost of conference tickets is £8 per day including lunch. For brochure and reservation details contact The Conference Secretary, The International Building Exhibition, 11 Manchester Square, London W1M 5AB. 01-486 1951

Building Exhibition re-invents Exhibitions

British Week Tokyo: British Instrument and Aerospace Exhibition

By A. F. R. Harvey, First Secretary (Commercial), British Embassy, Tokyo

THE LARGEST exhibition of British scientific instruments and aerospace equipment ever to be held in the Far East was staged in Tokyo from September 25 until October 5 to coincide with British Week. It marked the progress made by the Scientific Instrument Manufacturers' Association (SIMA) and the Society of British Aerospace Companies (SBAC) in investigating the market in Japan for British manufacturers in these fields, not only by way of direct export but also in entering into manufacturing arrangements with Japanese partners. This joint venture exhibition had been preceded by two study missions from the SBAC in November 1967 and in April 1969 and by two SIMA missions, one research and one sales, in the earlier months of this year.

Some 50 British firms took part in the 10-day exhibition held in the Museum of Science and Technology, which is adjacent to the Budokan, which housed the central exhibition of the Week. The exhibition in the science museum, most attractively designed and installed by the Central Office of Information, covered a floor space of over 2,000 square metres, comprising four main halls housing the SIMA and SBAC exhibits, a central hall with a static display, a small hall for the display and sales of technical books, and an information area.

Because this was essentially an exhibition for the specialist, the general public were excluded, though on the two Sundays selected university students on scientific and aeronautical courses were invited. Visitors were selected from Japanese industry and commerce, from academic and scientific fields, and from the specialist press. Several thousand individual invitations were issued in all. There were some fears that such selectivity might lead to low attendance, but soon after the opening, the number of visitors reached a very satisfactory level and, as was intended, their standard was high.

Preparations for the exhibition included a series of exhibitors' meetings with local agents to ensure their full knowledge and co-operation, and a press preview for the specialist press. The opening ceremony itself was preceded by short speeches by Mr. Fujinami, Vice-Minister of the Science and Technology Agency, by Sir Richard Smeeton, director of SBAC, and by Mr. Richard Foxwell, president of SIMA. The highlight of the exhibition was a visit by HRH Princess Margaret and Lord Snowdon, which was much appreciated by the organizers and exhibitors. Other important visitors included Mr. Anthony Crosland, then President of the Board of Trade, and Mr. Shiro Kiuchi, Minister of the Science and Technology Agency.

The exhibitors themselves expressed great satisfaction with the exhibition: the consensus of opinion was that from the business point of view the project had been well worthwhile. Many inquiries were received from both old and potentially new customers and the beneficial results included a great improvement in knowledge in Japanese business and industrial circles of the products which Britain can supply. Many exhibitors are convinced that the exhibition and consequent follow-up action both by themselves and by their agents will lead to a substantial expansion of business in Japan. What is clear is that the exhibition was not the end but only a milestone in the quest for markets in Japan. The way has been opened for an initial penetration of the vast Japanese market: what is essential is the follow-up.

UK equipment in traditional Japanese shop-window

By N. M. McCarthy, Second Secretary (Commercial), British Embassy, Tokyo

THE SONY Corporation's show-piece building situated on Ginza in the hear tof Tokyo was taken over for British Week by 29 British hi-fi and home appliance manufacturers in a joint venture exhibition. For British audio manufacturers in particular, the challenge of exhibiting within the show window of one of the world's most important manufacturers of hi-fi equipment was daunting. But the challenge was taken up, and at the end of the 10 days well over 50,000 visitors had listened to British speakers and tested the wide range of household appliances on show.

Sponsored by the British National Export Council and the Federation of British Audio and assisted by the Board of Trade, the show was timed to coincide with British Week in Tokyo and reaped full benefit from the favourable atmosphere of the publicity which the Week created. It was open daily to the general public from 11 a.m. until 7 p.m., and thousands of visitors swarmed in on the first Sunday to view products ranging from micro-wave ovens to kerosene stoves, from precision pick-up arms to waste-disposal units.

Lord Snowdon, who, together with HRH Princess Margaret, was in Tokyo for British Week and who opened the show, said that he much welcomed this opportunity to exhibit high quality British products in the face of strong Japanese competition. The more developed a country became, the more specialized were its products and the more it came to rely upon certain precision instruments from abroad. In response to this, Mr. Masaru Ibuka, president of Sony Corporation, claimed that for the people of Japan the high quality of British products had not been fully understood and that he welcomed the show which was the first foreign exhibition ever to be held within the Sony Building.

HRH Princess Margaret, accompanied by Lord Snowdon, met exhibitors and their agents after the show had opened and Mr. Anthony Crosland, then President of the Board of Trade, also toured the stands. The majority of the amplifiers, record players, speakers and pick-up arms exhibited within the five demonstration booths were already on sale in department stores and specialist hi-fi shops throughout Japan, as were most of the labour-saving household machines and gadgets. A considerable number of inquiries were made and orders placed for the exhibits, and in particular there was keen interest shown in those products which were being shown in Japan for the first time. One firm exhibiting domestic gas heaters took orders to the value of £30,000. Many of the exhibitors stayed on in Japan after the show to follow up numerous contacts they had made during the Week.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. or to the appropriate Regional Office of the Board.

Second and bigger joint venture at Malmo hotel and restaurant fair

A report from the British Consulate, Malmö

THE FOURTH International Hotel and Restaurant Fair 'RESTA IV' arranged by the Swedish Hotels' and Restaurants' Association and other leading organizations in the branch, in collaboration with the Scania Trade Fair Foundation, was held at the modern exhibition halls in Malmö from October 1-4. All the available floor space was taken up and about 35 late applicants had to be turned down.

This year 10 British firms (four more than in 1967) participated in a joint venture under the auspices of the Board of Trade and sponsored by the London Chamber of Commerce, who staffed an information stand. Their products included a wide range of catering equipment and food preparing machinery, background music equipment, automatic drink vending machines, commercial glass and dishwashers, amusement machines, bingo equipment, carpets, and vinyl wall coverings, etc., for interior decoration.

The exhibition is now considered to be the largets of its kind in Scandinavia and although the number of participants did not exceed the total exhibiting at the fair in 1967, most of them appeared this time to have rented larger space for their stands.

The exhibition was well planned and the quality of the exhibits and design of the stands very high. It was opened officially, after an inauguration lunch attended by well-known personalities in the hotel, restaurant and catering trades as well as representatives from several foreign Embassies and Consulates, by Mr. Sverre Schau-Larsen, president of the Scandinavian Association of Hotels and Restaurants. At least 500 firms from 19 countries were exhibiting, some of course being grouped together on their agents' stands, but Great Britain, the Netherlands and Poland were the only countries with collective exhibits. Apart from Swedish firms the largest number of exhibitors came from the Netherlands (33), France (31), Great Britain (25), United States (22), Federal Republic of Germany (14), Denmark (8) and Spain (7).

The exhibition as a whole covered a very wide range of foods, wines, spirits and beverages, equipment, fittings and furnishings for the hotel, restaurant and catering trades generally. Great emphasis was noted in the field of quick-mix foods and pre-packed frozen dishes and foods for restaurants and snack bars, and also in interior decorations for 'pubs' and restaurant bars. The exhibition was open to the trade only and a total of about 50,000 visitors attended.

All the exhibitors in the joint venture expressed themselves satisfied with the results they had achieved, whether in orders taken or in the form of contacts made. One firm in particular selling amusement machines, etc., reported having taken orders valued at £50,000. Those who were seeking agents in Sweden were hopeful as a result of their contacts at the fair of concluding arrangements with Swedish firms in the near future in order to expand their activities in the market.

The British Consul in Malmö, Mr. R. F. G. Taylor, visited the exhibition on the opening day and on several other occasions and the Consulate was in touch with the London Chamber of Commerce information stand and the exhibitors during the whole period.

There is no doubt whatever that the trade attaches considerable importance to this biennial event and it is expected that the new adjoining hall now being built will allow 'RESTA V' in 1971 more space to accommodate an increasing number of would-be exhibitors.

National Hardware Show opens New York autumn trade show season

by G. F. Rance, British Trade Development Office, New York

Trade was brisk on the British stands at the New York National Hardware Show.

FOLLOWING a comparatively quiet period during the summer months, the New York Coliseum building again moved into top gear recently with the opening of the National Hardware Show on September 29. Over 1,000 exhibitors occupied every possible square foot of exhibition space plus other areas not normally used for exhibit stands. Early estimates of visitors' registration indicates a record attendance, and this view was supported by the absolute impossibility of contacting any hardware wholesaler or department store hardware buyer in their offices throughout the four days of the show.

The official title of the exhibition is the National Hardware Show, but it also incorporates a Lawn-Garden and Outdoor Living Division. In numerical terms hardware exhibitors were in the majority, but in terms of floor space the division was roughly equal. Exhibits on the hardware floors were, on the whole, strictly within the American definition of hardware, that is excluding housewares and kitchen appliances. Hand tools, power tools, locks and door furnishings, decoration materials and 'do-it-yourself' equipment were dominant in this section. The horticultural equipment floors covered a very wide range of goods and was not limited strictly to gardening and gardens. Garden tractors, lawn mowers, leaf sweepers, snow sweepers and snowmobiles abounded and the snowmobiles, of which there was a great variety on display, did not seem out of place.

Packaging and presentation was probably the most notable feature throughout the show. Retail display space savers, blister packs for self-service and similar dealer aids were given prominence throughout.

In addition to an almost complete turnout by major domestic manufacturers, the show attracted a number of overseas manufacturers, many with the support of national stands. In addition to the two British groups, Germany, Australia, Spain, France and Belgium mounted national pavilions.

British exhibitors sponsored by the Hardware Manufacturers Association and the Federation of British Horticultural Exporters under the Board of Trade joint venture scheme had a foot in each camp. It was the fourth consecutive promotion at this show under Board of Trade terms and three of the participating companies had an unbroken attendance record. Five manufacturers were represented in the horticultural section and six on the hardware floors. The British displays fitted in well with the general tone of the show and were well received. Assessment of the success of a trade show is dependent upon the aims and ambitions of the exhibitors, but each and every one of the British group claimed unqualified success. Henry Squire and Sons, introducing their range of locks, were seeking distribution arrangements and Mr. Squire has stayed on in New York to finalize arrangements. Tudor Accessories Ltd. used the show to introduce a new model in a range already established and will have to move into full production to deliver for the new season. The United States representatives of Tuff Link Ltd. were so impressed with trade interest shown in their products that they are planning a full sales promotion campaign for the United States market. Super-Ware (Southend) Ltd. booking orders on the stand reported great success and some anxiety that they will be able to maintain their good reputation for meeting delivery dates.

Visitor traffic was brisk from the time of opening to the last day and one British firm taking orders throughout was Dunlop Semtex, who placed the accent for their floor-tiles on point-of-sale presentation.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the* Export Services *Branch of the Board of Trade.*

Come to the HTF

In January 1970 the International Hardware Trades Fair will be held at Olympia London for the 16th consecutive year. Established as one of the World's great trade fairs, the HTF provides an unrivalled market place for all those engaged in the hardware trade. Hand tools, Housewares, Ironmongery, Hardware, everything involved in equipping and maintaining home and garden are included in the 30,000 products exhibited by manufacturers from 80 different countries. If you are in hardware join the 40,000 buyers who will visit the 1970 HTF. There you will find the goods and make the commercial connections vital to the expansion of your own business.

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THE INTERNATIONAL HARDWARE TRADES FAIR
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Mr. R. F. G. Taylor, British Consul in Malmö (second from right), looks at equipment on the Crypto-Peerless stand at the recent Malmö International Hotel and Restaurant Fair.

The Stockholm department store MEA held a British promotion from September 27 to October 11 with the theme 'The Best of British Fashions'. To mark the occasion a reception-cum-fashion show was held at the British Embassy. Picture shows Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade (centre), talking to one of the models. Director Gösta Claeson, commercial director of the store, is on the left. Earlier in the day Mrs. Dunwoody had visited the store to see the special displays of British merchandise.

HRH Princess Margaret visits Smiths Industries' Spectro Head-up Display at the British Instruments and Aerospace Exhibition held in Tokyo during British Week. (Report on page 1116.)

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Gibraltar

A GRANT of £85,000 has been approved for a new primary school at Glacis. The school is needed to cater for infants on the Glacis and Laguna estates as a result of the flow of population into the northern area. The school will take a maximum of 363 pupils and will be used as a community hall outside of school hours.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642), quoting reference number CRE 16154/G.

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of July 16, 1969, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period July-September, 1969.

These Market Reports are prepared by HM Commercial Officers in overseas territories, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They were written as a result of special inquiries from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* which contains much useful information in addition to Market Report costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433).

MARKET REPORTS BY COUNTRY

Country	Comodity	Bulletin No.
South Africa	Hospital and medical equipment	B 138/9
Irish Republic	Agricultural machinery	B 141/69
United States	Crop farming machinery and machinery	B 146/69
Switzerland	Carpets	B 191/69

MARKET REPORTS BY COMMODITY

Commodity	Country	Bulletin No.
Hospital and medical equipment	South Africa	B 138/69
Agricultural machinery	Irish Republic	B 141/69
Crop farming machinery and machinery	United States	B 146/69
Carpets	Switzerland	B 191/69

'Export Service Bulletin'

DURING THE QUARTER ended September 30, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

Quarter ended September 30

Commodity	No. of Inquiries
Aircraft and watercraft	72
Antiques and works of art	1
Baby and invalid carriages	1
Boots, shoes and slippers	38
Brushes and brooms	13
Building supplies	118
Ceramic products	21
Chemicals, oils, fats, greases and paints	459
Clothing	205
Contracts	196
Cosmetics, toilet preparations, perfumery and hairdressing equipment	24
Domestic appliances	63
Druggists' sundries	18
Drugs and pharmaceutical preparations	154
Electrical machinery and apparatus (including tape recorders)	536
Fancy goods	58
Foodstuffs, beverages and tobacco	155
Furniture and floor coverings	84
Glass and glassware	40
Hard haberdashery	15
Iron and steel	534
Jewellery, cutlery, goldsmiths' and silversmiths' wares	41
Leather and imitation leather	30
Leather goods	10
Livestock and appliances and equipment	41
Machinery and plant (including machine tools)	1,567
Medical and surgical instruments and appliances	203
Metalware	2
Mineral products	49
Musical instruments (including record players)	9
Non-ferrous metals	205
Office machinery and equipment	79
Paper, printed matter and stationery	192
Photographic and cinematographic equipment	44
Plastic materials	81
Prefabricated houses and buildings	19
Radio apparatus (including television receivers)	159
Railway equipment	133
Rubber manufactures	57
Scientific and optical instruments	405
Soap and cleansing preparations	23
Spectacle, opticians' supplies	2
Sports goods	30
Textiles	382
Timber, wood manufactures	18
Tools, hand and engineers' small (including portable power tools)	78
Toys, games and model engineering	25
Vehicles and parts	280
Watches and clocks	9

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Argentina, Bolivia, Czechoslovakia and Niger and Upper Volta have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services **Branch, Board of Trade,** *may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 197/69
ALGERIAN STATE RAILWAYS:
Diesel Locomotives. December 15. E.S.B. 41635/69/J.

ANGOLA

Bulletin 200/69
SERVICOS CENTRAIS DA JUNTA:
Guard Rails, Sleeve Rails. November 7. E.S.B. 4645/6 69/J.

ARGENTINA

Bulletin 198/69
GERENCIA DE COMPRAS, ASTILLEROS Y FABRICAS NAVALES DEL ESTADO:
Dredger. November 25. E.S.B. 42263/69/J.
AGUA Y ENERGIA ELECTRICA:
Electro-Mechanical and Communications Equipment. November 4. E.S.B. 42266/66/J.

Bulletin 200/69
DIRECCION DE INSTALACIONES FIJAS NAVALES:
*148s. (In Spanish.) **Construction of Naval Hospital** November 14. E.S.B. 42646/69/J.

AUSTRALIA

Bulletin 197/69
RENMARK IRRIGATION TRUST:
*60s. **Pumping Plant Equipment.** Closing postponed to October 31. (Further Information.) E.S.B. 35476/69/J.
MELBOURNE AND METROPOLITAN BOARD OF WORKS:
Tunnelling Machinery. November 18. E.S.B. 41942/69/J.
STATE STORES BOARD (QUEENSLAND):
*4s. **Spectrophotometer.** November 3. E.S.B. 41947/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
*23s. **Oscillograph and Accessories.** November 3. E.S.B. 41944/69/J.
*77s. **Circuit Breakers, Transformers.** November 10. E.S.B. 41945/69/J.

Bulletin 198/69
Line Traps. November 17. E.S.B. 41958/69/J.
Fuse Links. November 3. E.S.B. 41960/69/J.
Transformers. November 3. E.S.B. 41961/69/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Circuit Reclosers and Sectionalizers. November 17. E.S.B. 41966/69/J.
Shovel Loader. November 17. E.S.B. 41967/69/J.

Bulletin 199/69
ELECTRICITY COMMISSION OF NEW SOUTH WALES:
***Transformers.** November 25. E.S.B. 42289/69/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Formwork for Dam. December 1. E.S.B. 42290/69/J.
CSIRO:
*6s. **Graphical to Digital Equipment.** November 10. E.S.B. 41955/69/J.
*20s. **Data Acquisition and Processing System.** November 3. E.S.B. 41956/69/J.
Data Acquisition System. November 3. E.S.B. 41957/69/J.
HOSPITAL COMMISSION OF NEW SOUTH WALES:
Construction of Hospital Buildings. (Advance Information.) E.S.B. 42401/69/J.

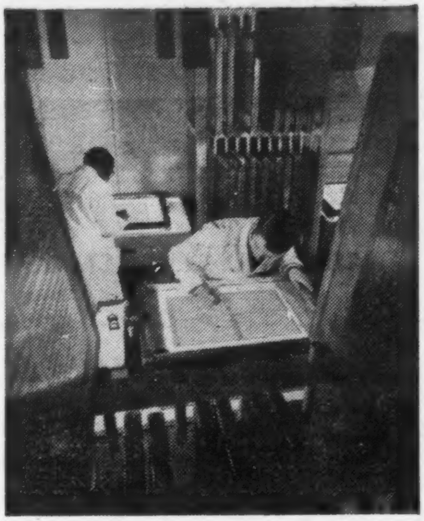
Bulletin 200/69
QUEENSLAND GOVERNMENT OFFICES:
*5s. **Milling Machine.** November 6. E.S.B. 42639/69/J.

BELGIUM

Bulletin 200/69
LES FORCES ARMEES:
Chocolate Bars. November 13. E.S.B. 42469/69/J.
SHAPE:
***Transreceivers.** December 5. E.S.B. 42649/69/J.

BOLIVIA

Bulletin 200/69
CAJA DE SEGURO SOCIAL DE CHOFERS:
Dental X-ray Equipment and Chairs. November 3. E.S.B. 42637/69/J.
X-ray Machines and Accessories. November 3. E.S.B. 42636/69/J.



Removing small imperfections from a stencil in the Graphic Production Studio prior to final printing. Every precaution is taken to ensure the perfection of each letter. More than 70 *per cent of all graphics production is exported.*

BRAZIL

Bulletin 201/69
COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
Switchboards. November 24. E.S.B. 42652/69/J.

BURMA

Bulletin 197/69
PEOPLE'S OIL INDUSTRY:
*3s. **Switches; Switch Fuses.** November 8. E.S.B. 41656/69/J.
*4s. **Cable.** November 7. E.S.B. 41657/69/J.
*3s. **Copper Wire.** November 7. E.S.B. 41659/69/J.
UNION OF BURMA RAILWAY BOARD:
***Fire Box Replacement Parts.** December 15. E.S.B. 41948/69/J.
*3s. **Mild Steel Channel.** November 11. E.S.B. 41953/69/J.
*3s. **Steel Angles and Sections.** November 11. E.S.B. 41952/69/J.
*3s. **Steel Plates and Channels.** November 11. E.S.B. 41951/69/J.

Bulletin 198/69
*3s. **Steel Plate.** November 17. E.S.B. 41949/69/J.
*3s. **Steel Plate.** November 17. E.S.B. 41950/69/J.
Locomotive Spare Parts. November 15. E.S.B. 42217/69/J.
*3s. **Steel Angle.** November 6. E.S.B. 42219/69/J.
*3s. **Steel Angle.** November 11. E.S.B. 42220/69/J.
*3s. **Steel Channels.** November 11. E.S.B. 42221/69/J.
*3s. **Steel Angles.** November 6. E.S.B. 42254/69/J.
*3s. **Steel Angles.** November 6. E.S.B. 42255/69/J.
***Piston Rods and Rings.** December 17. E.S.B. 42286/69/J.
ELECTRICITY SUPPLY BOARD:
***Tabulating Forms.** November 26. E.S.B. 42224/69/J.
INDUSTRIAL DEVELOPMENT CORPORATION:
*6s. **Soap Making, Oil Distillation and Storage plant.** December 31. E.S.B. 42225/69/J.
*6s. **Castor Oil Processing Plant and Equipment.** December 31. E.S.B. 42228/69/J.
PEOPLE'S ELECTRO-MECHANICAL SERVICES:
*3s. **Ball Bearings.** November 10. E.S.B. 42229/69/J.
*3s. **Insulating Materials.** November 17. E.S.B. 42230/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Heat Exchanger.** November 1. E.S.B. 42212/69/J.
*4s. **Motor Grader.** November 15. E.S.B. 42213/69/J.
*4s. **Pumps.** November 30. E.S.B. 42215/69/J.
*3s. **Calcium Carbide.** November 10. E.S.B. 42216/69/J.

Bulletin 199/69
*3s. **Sulphate of Alumina.** November 12. E.S.B. 42299/69/J.
UNION OF BURMA RAILWAY BOARD:
***Superheaters.** December 17. E.S.B. 42218/69/J.
***Locomotive Spare Parts.** December 15. E.S.B. 42285/69/J.

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†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10*s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room* 1124, *Hillgate House,* 35 *Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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*10s. **Kraft Pulp.** November 15. E.S.B. 42481/69/J.
*15s. **Cranes.** November 29. E.S.B. 42482/69/J.
*9s. **Hydrapulper.** November 15. E.S.B. 42601/69/J.
*14s. **Felt Canvas for Paper Production.** November 15. E.S.B. 42602/69/J.
*13s. **Wire Mesh; Wire End Sealing Machine.** November 15. E.S.B. 42603/69/J.

Bulletin 201/69
MYANMA EXPORT IMPORT CORPORATION:
*4s. **Transistors.** November 17. E.S.B. 42670/69/J.
*4s. **Drilling Machine.** November 30. E.S.B. 42671/69/J.
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*7s. **Concrete Mixer Trucks.** November 14. E.S.B. 42672/69/J.
*3s. **Chokes; Adjustable Flow Beans.** November 18. E.S.B. 42674/69/J.
IRRIGATION DEPARTMENT:
*7s. **Draughtsmen and Surveying Equipment.** November 15. E.S.B. 42673/69/J.
PEOPLE'S OIL INDUSTRY:
*5s. **Milling Machine.** November 10. E.S.B. 42668/69/J.

CANADA

Bulletin 197/69
MANITOBA HYDRO ELECTRIC BOARD:
*49s. **Power Fuses.** November 19. E.S.B. 41939/69/J.

Bulletin 198/69
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Lightning Arresters. November 25. E.S.B. 42139/69/J.

CEYLON

CEYLON CEMENT CORPORATION:
***Gypsum.** (Further Information.) E.S.B. 41666/69/J.

Bulletin 200/69
MINISTRY OF HEALTH:
ACD Bottles, Blood Transfusion and Donor Sets. November 25. E.S.B. 42610/69/J.
NATIONAL TEXTILE CORPORATION:
*2s. **Cotton Yarn.** November 7. E.S.B. 42611/69/J.

CHILE

Bulletin 200/69
DIRECCION GENERAL DE OBRAS PUBLICAS:
*14s. (In Spanish.) **Earth Moving and Paving Equipment.** November 14. E.S.B. 42643/69/J.

COLOMBIA

Bulletin 197/69
INSTITUTO NACIONAL DE RADIO Y TELEVISION:
Television Transmitter. Closing date postponed to December 3. (Further Information.) (E.S.B. 35946/69/J.
Television Studio Equipment and Components. Closing dates postponed to December 1 and 2 respectively. E.S.B. 35944/69/J and 35945/69/J.

Bulletin 198/69
INSTITUTO DE MERCADEO AGROPECUAIRO:
Grain Processing Plant and Equipment. Various closing dates November 3-20. E.S.B. 41968/69/J.

Bulletin 200/69
Weighing Machines. November 5. E.S.B. 42647/69/J.
Electrical Supplies. November 17. E.S.B. 42648/69/J.

COSTA RICA

Bulletin 197/69
SERVICIO NACIONAL DE ACUEDUCTOS:
*1s. (In Spanish.) **PVC Tubing.** November 13. E.S.B. 41695/69/J.

Bulletin 199/69
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
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*1s. (In Spanish.) **Steel Tubing.** January 6, 1970. E.S.B. 42280/69/J.

CYPRUS

Bulletin 197/69
GENERAL MANAGEMENT OF CYPRUS TURKISH CO-OPERATIVE CENTRAL BANK LTD.:
*2s. **Animal Feed Plant Equipment.** November 15. E.S.B. 41936/69/J.

DENMARK

Bulletin 200/69
ISEFJORD POWER CO.:
Steam Turbine Plant. December 15. E.S.B. 42448/69/J.

GREECE

Bulletin 197/69
MINISTRY OF TRADE:
*4s. **Power Converter.** October 29. (Further Information.) E.S.B. 34088/69/J.
PUBLIC POWER CORPORATION:
Cable and Pilot. December 1. E.S.B. 41928/69/J.

Bulletin 198/69
MINISTRY OF TRADE:
*6s. **Transceivers.** November 19. E.S.B. 42227/69/J.
GREEK GOVERNMENT SOCIAL INSURANCE OFFICE:
*7s. **Tabulating Cards.** November 24. E.S.B. 42235/69/J.

Bulletin 201/69
MINISTRY OF TRADE:
*9s. **Photographic Supplies, Radio Sonde Sets.** November 14. (Further Information.) E.S.B. 29908/69/J.
Vehicles. Closing date postponed to November 14. (Further Information.) E.S.B. 32294/69/J.
*15s. **Transceivers.** November 14. E.S.B. 42628/69/J.
*4s. **X-ray Equipment.** November 3. E.S.B. 42631/69/J.
*4s. **Recording Tape.** November 12. E.S.B. 42654/69/J.
*5s. **Photographic Materials.** November 3. E.S.B. 42632/69/J.

Bulletin 202/69
*10s. **Teleprinter Equipment.** November 17. E.S.B. 42656/69/J.
*5s. **Signalling Lights.** November 17. E.S.B. 42657/69/J.
*13s. **Transceivers.** November 19. E.S.B. 42658/69/J.

INDIA

Bulletin 197/69
MINISTRY OF RAILWAYS:
*25s. **Railway Wheels, Tyres and Axles.** November 12. E.S.B. 41908/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*5s. **Steel Rods, Angles, Sheets and Plates.** (Further Information.) E.S.B. 41614/69/J.
*5s. **Pipes and Fittings.** (Further Information.) E.S.B. 41615/69/J.
WESTERN RAILWAY:
Route Relay Interlocking. December 1. E.S.B. 41927/69/J.

Bulletin 198/69
HINDUSTAN COPPER LTD.:
*35s. **Long Hole Drifters.** (Further Information.) E.S.B. 40730/69/J.
*36s. **Petrographic Specimen Cutter.** (Further Information.) E.S.B. 39279/69/J.
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***Transloaders.** November 7. E.S.B. 39281/69/J.
*35s. **Spectrometer.** (Further Information.) E.S.B. 39280/69/J.
*36s. **Raise Climbers.** (Further Information.) E.S.B. 39277/69/J.

Bulletin 199/69
BEAS PURCHASE ORGANIZATION:
*9s. **Fire Box Plates.** November 27. E.S.B. 42297/69/J.

Bulletin 200/69
CHIEF ENGINEER, TUTICORIN HARBOUR PROJECT:
Harbour Project. (Further Information.) E.S.B. 39699/69/J.
INDIAN SUPPLY MISSION:
Cap Foiling Machine. November 24. E.S.B. 42455/69/J.
HEAVY ELECTRICALS (INDIA) LTD.:
Aluminium Silicon Alloy. November 3. E.S.B. 42620/69/J.

Bulletin 201/69
BHABHA ATOMIC RESEARCH CENTRE:
Lathe. November 11. E.S.B. 42687/69/J.

IRAN

Bulletin 200/69
IRANIAN STATE RAILWAYS:
*10s. **Locomotive.** November 29. E.S.B. 42493/69/J.
***Railway Wagons.** December 10. E.S.B. 42494/69/J.

IRAQ

Bulletin 201/69
MINISTRY OF OIL AND MINERALS:
*3s. **Steel Sheets.** December 2. E.S.B. 42681/69/J.
*3s. **Chemicals.** (Further Information.) E.S.B. 41544/69/J.
*4s. **Tin Plate.** (Further Information.) E.S.B. 41526/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*11s. **Transformers.** (Further Information.) E.S.B. 41072/69/J.
MINISTRY OF DEFENCE:
*2s. **Steel Strip, Steel Bead Chain.** (Further Information.) E.S.B. 40488/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme. December 30. E.S.B. 42676/69/J.
Loader. November 22. E.S.B. 42685/69/J.
MOSUL SUGAR FACTORY:
Calcium Chloride. December 31. E.S.B. 42688/69/J.
MINISTRY OF INDUSTRY:
Vehicles, Harvesting Equipment, Fire Protection Equipment. Garage Equipment. January 15. 1970. E.S.B. 42686/69/J.
STATE ORGANIZATION OF INDUSTRY:
Tallow. November 4. E.S.B. 42690/69/J.
Sodium Tripoly Phosphate. November 4. E.S.B. 42683/69/J.
GENERAL SPINNING AND WEAVING CO.:
*1s. **Textile Machinery.** (Further Information.) E.S.B. 41525/69/J.
IRAQI PORTS ADMINISTRATION:
Telephone Cables and Terminating Boxes. December 3. E.S.B. 42693/69/J.
Cable. November 19. E.S.B. 42691/69/J.
MINISTRY OF DEFENCE:
*2s. **Heatshrinkable Tube.** (Further Information.) E.S.B. 41348/69/J.

IRISH REPUBLIC

Bulletin 198/69
OFFALY COUNTY COUNCIL:
Constructional Project. November 14. E.S.B. 41970/69/J.
CORK CORK COUNCIL:
Pumps and Motors. November 28. E.S.B. 41969/69/J.
Water Treatment Plant. November 28. E.S.B. 41934/69/J.
Water Supply Scheme. November 28. E.S.B. 41933/69/J.

Bulletin 200/69
ELECTRICITY SUPPLY BOARD:
*132s. **Electrical Equipment.** (Further Information.) E.S.B. 40736/69/J.

Bulletin 201/69
CORPORATION OF DUN LAOGHAIRA:
Road Construction and Appurtenant Works. November 4. E.S.B. 42624/69/J.

ITALY

Bulletin 201/69
MINISTERIO DELEA DIFESA:
Telephone Plant. December 22. XP 944/69/J.

JORDAN

Bulletin 199/69
JORDAN PETROLEUM REFINERY CO. LTD.:
*1s. **Caustic Soda.** November 11. E.S.B. 42431/69/J.

KENYA

Bulletin 199/69
EAST AFRICAN RAILWAYS:
Permanent Way Accessories. Closing date not stated. E.S.B. 42483/69/J.

Bulletin 201/69
Locomotives. November 19. E.S.B. 42627/69/J.
CITY COUNCIL OF NAIROBI:
Vehicles. November 3. E.S.B. 42650/69/J.

(Continued on next page)

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OPPORTUNITIES FOR EXPORTERS, *continued*

LIBYA

Bulletin 200/69
PUBLIC UTILITIES AUTHORITY:
Transformers. November 11. E.S.B. 42487/69/J.
Liquid Chlorine. November 12. E.S.B. 42488/69/J.
Pipes and Fittings. November 12. E.S.B. 42489/69/J.

MALAWI

Bulletin 200/69
MEDICAL BUYING BOARD:
*5s. **Pharmaceuticals.** November 27. E.S.B. 42638/69/J.

MALAYSIA

Bulletin 198/69
SABAH PADI BOARD:
*6s. **Rice Mill.** November 15. E.S.B. 42231/69/J.

Bulletin 199/69
NATIONAL ELECTRICITY BOARD OF THE STATES OF MALAYA:
*5s. **Overhead Line Materials.** December 2. E.S.B. 42426/69/J.

Bulletin 200/69
MALAYSIAN SURVEY DEPARTMENT:
*7s. **Photographic Material.** November 6. E.S.B. 42490/69/J.

MALTA

Bulletin 197/69
TREASURY:
***Offset Printing Machine.** November 6. E.S.B. 41930/69/J.
***Galvanized Steel Pipes.** November 6. E.S.B. 41929/69/J.
***Paper.** November 6. E.S.B. 41931/69/J.
***Sewing Machines.** November 6. E.S.B. 41932/69/J.

Bulletin 199/69
***Milk Churn Washing Machine.** November 13. E.S.B. 42499/69/J.
***Washing Machines.** November 13. E.S.B. 42498/69/J.
***Sink Units.** November 13. E.S.B. 42485/69/J.
***Refrigerators.** November 13. E.S.B. 42497/69/J.

Bulletin 200/69
***Hydraulic Loaders.** November 13. E.S.B. 42486/69/J.
MALTA ELECTRICITY BOARD:
***Sea Water Distillation and Pumping Plant.** December 4. E.S.B. 42500/69/J.
*9s. **Cable.** November 4. E.S.B. 42640/69/J and 42641/69/J.
*9s. **PVC Cable.** November 4. E.S.B. 42642/69/J.

MEXICO

Bulletin 197/69
COMISION FEDERAL DE ELECTRICIDAD:
*114s. (In Spanish.) **Transformers.** Closing date postponed to November 13. (Further Information.) E.S.B. 39201/69/J.

Bulletin 198/69
*12s. (In Spanish.) **Cable Fixing Fittings and Materials.** November 7. E.S.B. 42256/69/J.
*116s. (In Spanish and English.) **Pumps and Accessories.** November 5. E.S.B. 42261/69/J.
*112s. (In Spanish and English.) **Structural Steel.** November 12. E.S.B. 42267/69/J.

MOROCCO

Bulletin 198/69
REGIE AUTONOME DE TRANSPORTS (RATC):
*4s. (In French.) **Ticket Cancelling/Distributing Machines.** November 5. E.S.B. 42257/69/J.

MOZAMBIQUE

Bulletin 197/69
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
*12s. (In Portuguese.) **Cables.** (Further Information.) E.S.B. 41006/69/J.
*18s. (In Portuguese.) **Rail Clamps.** (Further Information.) E.S.B. 41005/69/J.

Bulletin 198/69
*5s. (In Portuguese.) **Airplane Spare Parts and Accessories.** November 24. E.S.B. 41990/69/J.

NETHERLANDS

Bulletin 200/69
DISTRICT ENGINEER OF WATERWAYS:
Construction of Roads. November 12. E.S.B. 42476/69/J.

NEW ZEALAND

Bulletin 198/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
Transformers. January 14, 1970. E.S.B. 42241/69/J.
WAITEMATA ELECTRIC POWER BOARD:
*17s. **Transformers.** November 28. E.S.B. 42262/69/J.
NEW ZEALAND FOREST SERVICE:
*6s. **Chain.** November 5. E.S.B. 41971/69/J.
*5s. **VHF Band Pass Filter.** November 3. E.S.B. 42243/69/J.
*5s. **Attenuator.** November 3. E.S.B. 41974/69/J.
POST OFFICE HEADQUARTERS:
*3s. **Towelling.** November 7. E.S.B. 42242/69/J.
*3s. **Valves, Transistors.** November 7. E.S.B. 41972/69/J.

Bulletin 199/69
NEW ZEALAND FOREST SERVICE:
*5s. **Signal Combining Network.** November 3. E.S.B. 31973/69/J.

Bulletin 200/69
POST OFFICE HEADQUARTERS:
*4s. **Multi Meters.** November 10. E.S.B. 42405/69/J.
*9s. **Batteries.** November 11. E.S.B. 42407/69/J.

Bulletin 201/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
Pumps. (Further Information.) E.S.B. 41514/69/J.

NIGERIA

Bulletin 199/69
MINISTRY OF WORKS AND SURVEY HEADQUARTERS:
Extensions to Government Schools. (Pre-qualification.) E.S.B. 42441/69/J and 42442/69/J.
Extensions to Government Schools. (Pre-qualification.) E.S.B. 42429/69/J and 42430/69/J.

Bulletin 200/69
ELECTRICITY CORPORATION OF NIGERIA:
*2s. **Overhead Power Lines.** (Further Information.) E.S.B. 41003/69/J.

PAKISTAN

Bulletin 199/69
PAKISTAN WESTERN RAILWAY:
*4s. **Ferro Chromium.** November 3. E.S.B. 42248/69/J.
GOVERNMENT OF EAST PAKISTAN:
*22s. **Sheet Glass.** November 20. E.S.B. 42435/69/J.

Bulletin 200/69
DIRECTORATE GENERAL TELEGRAPH AND TELEPHONE:
***Engine Alternators.** November 10. E.S.B. 42436/69/J.
SUI NORTHERN GAS PIPELINES LTD.
*11s. **Enamel; Primer.** November 6. E.S.B. 42607/69/J.
*29s. **Glass Fibre Wrap.** November 6. E.S.B. 42608/69/J.
*28s. **Glass Fibre Wrap.** November 6. E.S.B. 42609/69/J.

Bulletin 201/69
PAKISTAN WESTERN RAILWAY:
Magnesite. November 6. E.S.B. 42699/69/J.
Oil Stand. November 5. E.S.B. 42801/69/J.

PAPUA AND NEW GUINEA

Bulletin 199/69
ELECTRICITY COMMISSION:
Diesel Generating Sets. November 4. E.S.B. 42425/69/J.

SAUDI ARABIA

Bulletin 198/69
UNDERSECRETARIAT FOR TELECOMMUNICATIONS AFFAIRS:
Telecommunication Equipment. November 16. E.S.B. 42238/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 199/69
PUBLIC UTILITIES BOARD:
***Cables and Accessories.** November 11. E.S.B. 42418/69/J.

Bulletin 200/69
ENGINEERING INDUSTRIES DEVELOPMENT AGENCY:
Metal Ingots, Fluxes, Degassing and Refining Agents, Deoxidizing Compounds. November 5. E.S.B. 42619/69/J.

SOUTH AFRICA

Bulletin 197/69
STATE TENDER BOARD:
*7s. **Pneumatic Drills.** November 6. E.S.B. 41642/69/J.
*6s. **Crawler Mounted Drills.** November 6. E.S.B. 41643/69/J.
*30s. **Wheeled and Tracked Loaders.** November 6. E.S.B. 41644/69/J.
*27s. **Haulage Winches.** November 6. E.S.B. 41914/69/J.

Bulletin 198/69
CAPE PROVINCIAL TENDER BOARD:
Drawing Sets, Geometry Sets, Paper Clips, Penholders, Compasses. November 4. E.S.B. 42245/69/J.
*6s. **Mechanical Plant Transporter.** November 7. E.S.B. 41680/69/J.

Bulletin 199/69
*3s. **Eyelets.** November 4. E.S.B. 42246/69/J.
*8s. **Science Apparatus.** November 7. E.S.B. 42247/69/J.
TENDER ADVISORY BOARD:
*9s. **Audio Visual Equipment.** November 5. E.S.B. 42438/69/J.

Bulletin 202/69
CAPE PROVINCIAL TENDER BOARD:
*6s. **Laboratory Equipment.** November 11. E.S.B. 42661/69/J.
*2s. **Staples, Office.** November 11. E.S.B. 42662/69/J.

SPAIN

Bulletin 202/69
MINISTEIRO DEL AIRE:
Meteorological Equipment. November 11. E.S.B. 42660/69/J.

SUDAN

Bulletin 199/69
CENTRAL ELECTRICITY AND WATER CORPORATION:
*6s. **Cable Boxes.** November 5. E.S.B. 42403/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 199/69
GENERAL ORGANIZATION COTTON SHELLING AND COMMERCIALIZATION:
Waterproof Cotton Fabric. November 30. E.S.B. 42470/69/J.

TAIWAN

Bulletin 197/69
CENTRAL TRUST OF CHINA:
*1s. **Ferro Manganese.** (Further Information.) E.S.B. 41579/69/J.

Bulletin 198/69
*7s. **Valves.** November 26. E.S.B. 42204/69/J.
*8s. **Testing Instruments.** November 26. E.S.B. 42205/69/J.
*11s. **Sheet Steel Piling and Accessories.** November 24. E.S.B. 42207/69/J.
*12s. **Locomotives.** November 24. E.S.B. 42206/69/J.
*4s. **Rails.** November 5. E.S.B. 42208/69/J.
*5s. **Steel Line Pipe.** November 26. E.S.B. 42203/69/J.
*3s. **Alloy Steel Plate.** November 26. E.S.B. 42202/69/J

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THAILAND

Bulletin 197/69

STATE RAILWAY OF THAILAND:

Mild Angle Steel. November 3. E.S.B. 41920/69/J.

Stainless Steel Sheet. November 3. E.S.B. 41922/69/J.

TANNING ORGANIZATION:

Shoe Trees. December 15. E.S.B. 41923/69/J.

Bulletin 200/69

METROPOLITAN ELECTRICITY AUTHORITY:

*3s. **Aluminium Conductor.** November 28. E.S.B. 42450/69/J.

STATE RAILWAY OF THAILAND:

Tungsten Carbide and Tungsten Titanium Carbide Tips. November 5. E.S.B. 42463/69/J.

Measuring Tools and Accessories. November 10. E.S.B. 42457/69/J.

Steel Angles and Bars. November 6. E.S.B. 42466/69/J.

Brass Sheets. November 5. E.S.B. 42465/69/J.

Creosote. November 11. E.S.B. 42459/69/J.

Rotary Drills. November 10. E.S.B. 42456/69/J.

Spring Steel. November 17. E.S.B. 42499/69/J.

*2s. **Welding Set.** November 7. E.S.B. 42464/69/J.

Vinyl Rubber Floor Covering. November 6. E.S.B. 42460/69/J.

Gauge Tester. November 7. E.S.B. 42461/69/J.

Screws. November 5. E.S.B. 42458/69/J.

Route Relay and Control Equipment for Marshalling Yard. February 10, 1970. E.S.B. 42451/69/J.

Bulletin 201/69

METROPOLITAN ELECTRICITY AUTHORITY:

*16s. **Aluminium Conductor.** (Further Information.) E.S.B. 42450/69/J.

TURKEY

Bulletin 199/69

DENIZCILIK BANKASI TAO:

*3s. **Lathe.** November 4. E.S.B. 41975/69/J.

POWER, GAS AND BUS DEPARTMENT:

*4s. **Battery.** November 4. E.S.B. 42472/69/J.

STATE HYDRAULIC WORKS:

*21s. **Motor Drill and Breaker.** November 19. E.S.B. 42415/69/J.

*36s. **Drilling Rigs.** November 17. E.S.B. 42412/69/J.

*24s. **Borehole Logging Sets.** November 20. E.S.B. 42416/69/J.

*34;. **Drilling Equipment.** November 17. E.S.B. 42413/69/J.

*26s. **Trenchers.** November 18. E.S.B. 42414/69/J.

UGANDA

Bulletin 199/69

MINISTRY OF HEALTH:

*13s. **Pharmaceuticals.** November 19. E.S.B. 42427/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 198/69

EGYPTIAN RAILWAYS:

Ball Bearings. November 19. E.S.B. 41992/69/J.

UNITED STATES OF AMERICA

Bulletin 198/69

RCA SERVICE COMPANY:

*157s. **Construction of Temporary Living Quarters; Sewage Installation.** November 10. E.S.B. 41987/69/J.

Bulletin 199/69

US ARMY CORPS OF ENGINEERS:

Generators. (Advance Information.) E.S.B. 42404/69/J.

VIETNAM

Bulletin 199/69

CENTRAL LOGISTICS AGENCY:

*7s. **Safes.** November 6. E.S.B. 41979/69/J.

INDUSTRIAL DEVELOPMENT CENTRE:

*11s. **Ballasts and Transformers Manufacturing Plant.** November 15. E.S.B. 41983/69/J.

*11s. **Food Processing Plant.** November 15. E.S.B. 41984/69/J.

CENTRAL LOGISTICS AGENCY:

*5s. **Printing Press.** November 6. E.S.B. 41980/69/J.

*7s. **Battery Manufacturing Materials and Parts.** November 6. E.S.B. 41981/69/J.

YUGOSLAVIA

Bulletin 199/69

DJURO DJAKOVIC:

*3s. **Machines and Equipment.** December 11. E.S.B. 42270/69/J.

PREDUZECE VARDAR UVOZ IZVOZ:

*1s. (Press notice.) **Tile Manufacturing Plant.** December 11. E.S.B. 42269/69/J.

LJUBLJANA TRANSPORT:

*3s. (Press notice.) **Vehicles.** December 9. E.S.B. 42272/69/J.

GENERAL EXPORT-PREDUZECEZA SPOLJNOTRGOVINSKI:

*1s. (Press notice.) **Woodworking Machinery.** December 11. E.S.B. 42268/69/J.

FERIMPORT:

*1s. (Press notice.) **Plastics Machinery.** December 11. E.S.B. 42260/69/J.

*1s. **Contractors' Plant.** December 11. E.S.B. 42275/69/J.

METALKA EXPORT IMPORT:

*1s. **Corn Cob Processing Equipment.** December 9. E.S.B. 42276/69/J.

*1s. **Quartz Processing Machinery.** December 9. E.S.B. 42273/69/J.

ELEKTROTEHNA:

*1s. **Suction Aggregates, Valves, Switchboards.** December 9. E.S.B. 42277/69/J.

SATURNUS, KOVINSKO PREDELOVALNA INDUSTRIJA:

*1s. **Automatic Production Line.** December 9. E.S.B. 42274/69/J.

Bulletin 200/69

RIJECKA BANKA:

*1s. **Electronic Accounts System.** December 11. E.S.B. 42278/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (*2s. each*) *and documents* (*the price of these varies, see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor. **Export Service Bulletin,** *Board of Trade, Room H*109, *Hillgate House,* 35 *Old Bailey, London, E.C.*4 *Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

Top executives from JCB International Inc., Lausanne, Switzerland, visited JCB at Rocester, Uttoxeter, recently to discuss marketing operations in their territories. From left to right, Mr. T. Fischer, president; Mr. L. Watson, director; Mr. H. Bohm, vice-president sales; and Dr. R. Voumard, director.

ARUBA

Bulletin 200/69

Inquiry for building materials and tools, sanitaryware. E.S.B. 37735/69/J.

AUSTRALIA

Bulletin 198/69

Agency inquiry for stationery. E.S.B. 42006/69/J.

Agency inquiry for toys. E.S.B. 38274/69/J.

Bulletin 199/69

Agency inquiry for fountain pens; stationery items. E.S.B. 42006/69/J.

Bulletin 200/69

Inquiry for drills; safety equipment; steel. E.S.B. 39083/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 198/69

Inquiry for carton filling and sealing machine. E.S.B. S/105/69/J.

Inquiry for batteries; battery cells. E.S.B. S/106/69/J.

7s. Inquiry for controlled environmental walk-in room. E.S.B. S/107/69/J.

Inquiry for electric control panels; electric conveyor, pump and traction motors. E.S.B. S/108/69/J.

Bulletin 199/69

Inquiry for rail grinding outfit. E.S.B. P/10/69/J.

Bulletin 201/69

6s. Inquiry for dental operating chairs. E.S.B. A/69/69/J.

AUSTRIA

Bulletin 197/69

Agency inquiry for packaging machines. E.S.B. 37410/69/J.

Bulletin 198/69

Inquiry for car tyres; clothing; floor coverings; perfumeries; supermarket goods; tools. E.S.B. 40934/69/J.

Agency inquiry for car-care products. E.S.B. 41157/69/J.

Agency inquiry for decorators' equipment. E.S.B. 41223/69/J.

Bulletin 199/69

Inquiry for yarns. E.S.B. 29357/69/J.

Bulletin 200/69

Agency inquiry for chairs. E.S.B. 42045/69/J.

Bulletin 201/69

Agency inquiry for blankets and travel rugs; imitation leather; suit, coat, upholstery and shirting fabrics. E.S.B. 42304/69/J.

Manufacture under licence – men's shirts. E.S.B. 47720/68/J.

BAHAMAS

Bulletin 200/69

*8s. Inquiry for milking equipment. E.S.B. 42141/69/J.

BARBADOS

Bulletin 199/69

Inquiry for circuit breakers; domestic electrical appliances; electrical fitting and accessories. E.S.B. 41886/69/J.

Bulletin 200/69

Agency inquiry for domestic and commercial sound systems. E.S.B. 15276/69/J.

BELGIUM

Bulletin 198/69

Inquiry for fabrics. E.S.B. 42099/69/J.

(*Continued on page* 1125)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of October 1 issue.

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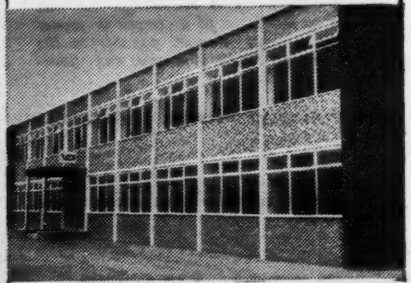

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1 Melville Terrace, Stirling. Stirling 2532

ID41

Bulletin 199/69

Inquiry for blouses; knitwear; shirts. E.S.B. 42164/69/J.

Bulletin 200/69

Inquiry for cables; fire extinguishers; fishing nets; television aerial equipment; twine. E.S.B. 42313/69/J.

Agency inquiry for self-adhesive tapes. E.S.B. 41865/69/J.

BOLIVIA

Bulletin 197/69

Inquiry for pick-up trucks. E.S.B. 41735/69/J.

CANADA

Bulletin 197/69

Inquiry for swather and combine machine knives. E.S.B. 42073/69/J.

Agency inquiry for fabrics. E.S.B. 33464/69/J.

Bulletin 198/69

Inquiry for water pollution control plant – further information. E.S.B. 39341/69/J.

Bulletin 199/69

Inquiry for ceramic or pottery novelty cruet sets. E.S.B. 36939/68/J.

Manufacture under licence/agency inquiry for electric toilets. E.S.B. 35566/69/J.

CANARY ISLANDS

Bulletin 198/69

Inquiry for tobacco processing machinery. E.S.B. 41892/69/J.

CAYMAN ISLANDS

Bulletin 200/69

Inquiry for butter oil; fruit juices; sugar. E.S.B. 19177/69/J.

CEYLON

Bulletin 198/69

Joint venture – nail varnish. E.S.B. 41897/69/J.

CONGO, DEMOCRATIC REPUBLIC OF THE

Bulletin 200/69

Inquiry for alarm systems; cattle dips; domestic electrical appliances; electrical installation fittings; hand tools; insecticides; PVC conduit. E.S.B. 6654/69/J.

DENMARK

Bulletin 201/69

Agency inquiry for urea glue. E.S.B. 37700/69/J.

ETHIOPIA

Bulletin 197/69

*Inquiry in respect of equipment and supplies for the Haile Selassie naval base. E.S.B. 40487/69/J.

FIJI

Bulletin 197/69

Agency inquiry for margarine. E.S.B. 40915/69/J.

Bulletin 198/69

Agency inquiry for confectionery. E.S.B. 41101/69/J.

Bulletin 199/69

Manufacture under licence – cosmetics; perfumes. E.S.B. 27097/69/J.

Agency inquiry for cosmetics; perfumes. E.S.B. 41876/69/J.

Bulletin 200/69

Inquiry for copper pipe and fittings; hardboard; louvres; windows. E.S.B. 7265/69/J.

FINLAND

Bulletin 197/69

Agency inquiry for steel wire. E.S.B. 38292/69/J.

Bulletin 198/69

Agency inquiry for glassfibre briefcases and suitcases. E.S.B. 41451/69/J.

Agency inquiry for dental supplies and equipment. E.S.B. 41158/69/J.

Agency inquiry for ballpoint pens; chewing gum; motor car accessories sweets. E.S.B. 41716/69/J.

Bulletin 199/69

Agency inquiry for golf clubs. E.S.B. 41438/69/J.

Bulletin 200/69

Inquiry for stainless steel tees and elbows. E.S.B. 42302/69/J.

Agency inquiry for headsquares; rainwear; shirts; shirting. E.S.B. 964/69/J.

FRANCE

Bulletin 198/69

Inquiry for chinaware; crockery. E.S.B. 42012/69/J.

Inquiry for game. E.S.B. 42087/69/J.

Inquiry for jersey fabrics. E.S.B. 40591/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 197/69

Inquiry for chipboard; plywood; PVC foil; steel tube. E.S.B. 42024/69/J.

Agency inquiry for aircraft components. E.S.B. 40985/69/J.

Bulletin 198/69

Inquiry for paper. E.S.B. 41408/69/J.

Agency inquiry for worsted fabrics. E.S.B. 41809/69/J.

Inquiry for street lighting steel masts. E.S.B. 41133/69/J.

Inquiry for golf driving range equipment; radio and television assembly parts and accessories. E.S.B. 41142/69/J.

Agency inquiry for textile band for wrapping electrical coils. E.S.B. 40541/69/J.

Bulletin 199/69

Inquiry for wire rods. E.S.B. 41785/69/J.

Agency inquiry for art and craft products. E.S.B. 42080/69/J.

Bulletin 200/69

Inquiry for air-conditioning equipment; boilers and accessories; heating equipment and fittings; oil burners and fittings; ventilation equipment. E.S.B. 41435/69/J.

Agency inquiry for wool fabric. E.S.B. 27550/69/J.

Inquiry for scarves. E.S.B. 42548/69/J.

Agency inquiry for jersey material. E.S.B. 42101/69/J.

GERMANY/AUSTRIA

Bulletin 198/69

Agency inquiry for furniture. E.S.B. 21883/68/J.

Agency inquiry for elasticated and jersey fabrics. E.S.B. 42021/69/J.

GREECE

Bulletin 200/69

Agency inquiry for ultrasonic cleaning and degreasing apparatus; generating sets; radar equipment; stainless steel sheets; teletypewriters. E.S.B. 41875/69/J.

GUATEMALA

Bulletin 200/69

Agency inquiry for chemicals. E.S.B. 41159/69/J.

HONG KONG

Bulletin 199/69

Agency inquiry for electronic components; electronic test equipment. E.S.B. 38129/69/J.

ICELAND

Bulletin 199/69

Inquiry for woollen and synthetic fabrics. E.S.B. 42119/69/J.

INDIA

Bulletin 198/69

Inquiry for chemicals; synthetics. E.S.B. 41467/69/J.

Inquiry for steel tubes. E.S.B. 42142/69/J.

Bulletin 199/69

Inquiry for liquid sulphur dioxide. E.S.B. 42301/69/J.

Bulletin 200/69

Inquiry for pencil raw materials. E.S.B. 42312/69/J.

Bulletin 202/69

Inquiry for bicycle freewheel manufacturing plant. E.S.B. 31631/69/J.

IRAQ

Bulletin 198/69

Agency inquiry for tyre repairing machinery. E.S.B. 41437/69/J.

Bulletin 199/69

Agency inquiry for bottles; chemicals. E.S.B. 41439/69/J.

Agency inquiry for agricultural machinery spare parts and implements; cotton and rayon piece-goods; furnishing fabrics; suiting fabrics; welded tubes for furniture. E.S.B. 36044/69/J.

IRISH REPUBLIC

Bulletin 197/69

Agency inquiry for lubrication systems. E.S.B. 41178/69/J.

Bulletin 198/69

Inquiry for industrial fans. E.S.B. 41709/69/J.

Bulletin 201/69

Agency inquiry for bedding; piece-goods. E.S.B. 30114/69/J.

ISRAEL

Bulletin 199/69

Inquiry for steel plates. E.S.B. 37792/69/J.

Agency inquiry for pressure gauge instruments; thermometers. E.S.B. 41800/69/J.

ITALY

Bulletin 197/69

Inquiry for lead ingots; lead oxides. E.S.B. 41813/69/J.

Bulletin 198/69

Agency inquiry for crockery; silverware. E.S.B. 40845/69/J.

Inquiry for cardboard making machinery. E.S.B. 42102/69/J.

Agency inquiry for toys; die-cast models. E.S.B. 42047/69/J.

Inquiry for aluminium oxide pins; porcelain eyelets. E.S.B. 42110/69/J.

Agency inquiry for air conditioners. E.S.B. 42054/69/J.

Agency inquiry for tinned meat products. E.S.B. 42044/69/J.

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Inquiry for household cleansing products. E.S.B. 41878/69/J.

Inquiry for transfer press. E.S.B. 29062/68/J.

Agency inquiry for knitwear. E.S.B. 41203/69/J.

Agency inquiry for jam and marmalade; pickles and sauces; tea. E.S.B. 42085/69/J.

Inquiry for film processing equipment. E.S.B. 40964/69/J.

Inquiry for medical goods. E.S.B. 42117/69/J.

Bulletin 200/69

Agency inquiry for echo sounding equipment; fishing equipment; golf equipment; navigation equipment; shotguns. E.S.B. 42043/69/J.

Inquiry for paints; traffic warning lights. E.S.B. 35595/69/J.

Agency inquiry for kitchenware and tableware; ornaments. E.S.B. 42055/69/J.

Agency inquiry for chain saws. E.S.B. 41887/69/J.

Inquiry for cashmere blankets. E.S.B. 30615/69/J.

Agency inquiry for diabetic and dietetic products; medicaments. E.S.B. 42103/69/J.

Bulletin 201/69

Inquiry for copper oxychloride; ferric chloride. E.S.B. 42053/69/J.

JAPAN

Bulletin 197/69

Agency inquiry for saw blades; small tools; tool holders; twist drills. E.S.B. 40119/69/J.

JORDAN

Bulletin 200/69

*Inquiry for whistle strings. E.S.B. 42314/69/J.

KENYA

Bulletin 200/69

Inquiry for animal food mixing machine; canning plant for vegetables. E.S.B. 42187/69/J.

KUWAIT

Bulletin 197/69

Agency inquiry for toys and games. E.S.B. 41254/69/J.

Inquiry for clothing; confectionery; electric heaters; hand tools; shoes; textiles; toys. E.S.B. 41799/69/J.

Bulletin 198/69

Agency inquiry for fabrics; garments; head scarves; nightwear. E.S.B. 41896/69/J.

Bulletin 200/69

Agency inquiry for milk powder. E.S.B. 41266/69/J.

LIBYA

Bulletin 199/69

Dissolution of Central Tenders Boards. E.S.B. 1154/G/J.

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Bulletin 201/69

1s. and 2s. Inquiry for beach cleaning machines; hoppers; road clearing machines. E.S.B. 37690/69/J.

MADEIRA

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Inquiry for rubberized insulating material. E.S.B. 38600/69/J.

MALAWI

Bulletin 199/69

Agency inquiry for women's wear. E.S.B. 41782/69/J.

Bulletin 200/69

Inquiry for tea bags. E.S.B. 42595/69/J.

Agency inquiry for calculators; files; lathes; photocopiers; stereophonic equipment; typewriters. E.S.B. 35136/69/J.

NETHERLANDS

Bulletin 197/69

Agency inquiry for gas-fired engines. E.S.B. 41488/69/J.

NIGERIA

Bulletin 198/69

Inquiry for moulds; moulding machines; plastic extruders; plug parts. E.S.B. 41132/69/J.

Bulletin 199/69

Inquiry for dry ice-making equipment. E.S.B. 42176/69/J.

NORTH AMERICA

Bulletin 199/69

Store buyers visit London. E.S.B. 4415/69/J.

NORWAY

Bulletin 197/69

Agency inquiry for nightdresses; panti-hose; tights. E.S.B. 41396/69/J.

Bulletin 198/69

Inquiry for hydraulic starter couplings. E.S.B. 42032/69/J.

Bulletin 200/69

Inquiry for dresses; skirts. E.S.B. 42541/69/J.

Bulletin 201/69

Inquiry for woven shoddy. E.S.B. 42722/69/J.

Bulletin 202/69

Inquiry for grinding machine; interferometers; lasers equipment. E.S.B. 41421/69/J.

PAKISTAN

Bulletin 198/69

Inquiry for glass manufacturing machinery and equipment. E.S.B. 41781/69/J.

Agency inquiry for pesticides – further information. E.S.B. 31487/69/J.

Inquiry for pin cylinders for mortice locks. E.S.B. 42124/69/J.

Bulletin 200/69

Inquiry for crop spraying equipment. E.S.B. 32399/69/J.

PAPUA/NEW GUINEA

Bulletin 199/69

Inquiry for sandals; tropical clothing. E.S.B. 14538/69/J.

PERU

Bulletin 202/69

Agency inquiry for welding equipment. E.S.B. 32379/69/J.

(*Continued on next page*)

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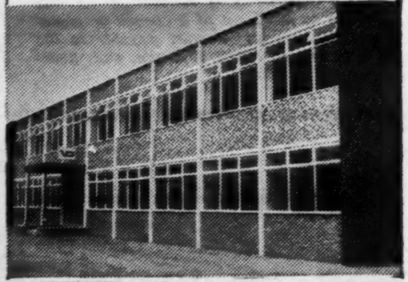

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49 Whiteladies Road, Clifton, Bristol BS8 2LS. Bristol 39015
1 Melville Terrace, Stirling. Stirling 2532

ID41

Bulletin 199/69

Inquiry for blouses; knitwear; shirts. E.S.B. 42164/69/J.

Bulletin 200/69

Inquiry for cables; fire extinguishers; fishing nets; television aerial equipment; twine. E.S.B. 42313/69/J.

Agency inquiry for self-adhesive tapes. E.S.B. 41865/69/J.

BOLIVIA

Bulletin 197/69

Inquiry for pick-up trucks. E.S.B. 41735/69/J.

CANADA

Bulletin 197/69

Inquiry for swather and combine machine knives. E.S.B. 42073/69/J.

Agency inquiry for fabrics. E.S.B. 33464/69/J.

Bulletin 198/69

Inquiry for water pollution control plant – further information. E.S.B. 39341/69/J.

Bulletin 199/69

Inquiry for ceramic or pottery novelty cruet sets. E.S.B. 36939/68/J.

Manufacture under licence/agency inquiry for electric toilets. E.S.B. 35566/69/J.

CANARY ISLANDS

Bulletin 198/69

Inquiry for tobacco processing machinery. E.S.B. 41892/69/J.

CAYMAN ISLANDS

Bulletin 200/69

Inquiry for butter oil; fruit juices; sugar. E.S.B. 19177/69/J.

CEYLON

Bulletin 198/69

Joint venture – nail varnish. E.S.B. 41897/69/J.

CONGO, DEMOCRATIC REPUBLIC OF THE

Bulletin 200/69

Inquiry for alarm systems; cattle dips; domestic electrical appliances; electrical installation fittings; hand tools; insecticides; PVC conduit. E.S.B. 6654/69/J.

DENMARK

Bulletin 201/69

Agency inquiry for urea glue. E.S.B. 37700/69/J.

ETHIOPIA

Bulletin 197/69

*Inquiry in respect of equipment and supplies for the Haile Selassie naval base. E.S.B. 40487/69/J.

FIJI

Bulletin 197/69

Agency inquiry for margarine. E.S.B. 40915/69/J.

Bulletin 198/69

Agency inquiry for confectionery. E.S.B. 41101/69/J.

Bulletin 199/69

Manufacture under licence – cosmetics; perfumes. E.S.B. 27097/69/J.

Agency inquiry for cosmetics; perfumes. E.S.B. 41876/69/J.

Bulletin 200/69

Inquiry for copper pipe and fittings; hardboard; louvres; windows. E.S.B. 7265/69/J.

FINLAND

Bulletin 197/69

Agency inquiry for steel wire. E.S.B. 38292/69/J.

Bulletin 198/69

Agency inquiry for glassfibre briefcases and suitcases. E.S.B. 41451/69/J.

Agency inquiry for dental supplies and equipment. E.S.B. 41158/69/J.

Agency inquiry for ballpoint pens; chewing gum; motor car accessories sweets. E.S.B. 41716/69/J.

Bulletin 199/69

Agency inquiry for golf clubs. E.S.B. 41438/69/J.

Bulletin 200/69

Inquiry for stainless steel tees and elbows. E.S.B. 42302/69/J.

Agency inquiry for headsquares; rainwear; shirts; shirting. E.S.B. 964/69/J.

FRANCE

Bulletin 198/69

Inquiry for chinaware; crockery. E.S.B. 42012/69/J.

Inquiry for game. E.S.B. 42087/69/J.

Inquiry for jersey fabrics. E.S.B. 40591/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 197/69

Inquiry for chipboard; plywood; PVC foil; steel tube. E.S.B. 42024/69/J.

Agency inquiry for aircraft components. E.S.B. 40985/69/J.

Bulletin 198/69

Inquiry for paper. E.S.B. 41408/69/J.

Agency inquiry for worsted fabrics. E.S.B. 41809/69/J.

Inquiry for street lighting steel masts. E.S.B. 41133/69/J.

Inquiry for golf driving range equipment; radio and television assembly parts and accessories. E.S.B. 41142/69/J.

Agency inquiry for textile band for wrapping electrical coils. E.S.B. 40541/69/J.

Bulletin 199/69

Inquiry for wire rods. E.S.B. 41785/69/J.

Agency inquiry for art and craft products. E.S.B. 42080/69/J.

Bulletin 200/69

Inquiry for air-conditioning equipment; boilers and accessories; heating equipment and fittings; oil burners and fittings; ventilation equipment. E.S.B. 41435/69/J.

Agency inquiry for wool fabric. E.S.B. 27550/69/J.

Inquiry for scarves. E.S.B. 42548/69/J.

Agency inquiry for jersey material. E.S.B. 42101/69/J.

GERMANY/AUSTRIA

Bulletin 198/69

Agency inquiry for furniture. E.S.B. 21883/68/J.

Agency inquiry for elasticated and jersey fabrics. E.S.B. 42021/69/J.

GREECE

Bulletin 200/69

Agency inquiry for ultrasonic cleaning and degreasing apparatus; generating sets; radar equipment; stainless steel sheets; teletypewriters. E.S.B. 41875/69/J.

GUATEMALA

Bulletin 200/69

Agency inquiry for chemicals. E.S.B. 41159/69/J.

HONG KONG

Bulletin 199/69

Agency inquiry for electronic components; electronic test equipment. E.S.B. 38129/69/J.

ICELAND

Bulletin 199/69

Inquiry for woollen and synthetic fabrics. E.S.B. 42119/69/J.

INDIA

Bulletin 198/69

Inquiry for chemicals; synthetics. E.S.B. 41467/69/J.

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Bulletin 200/69

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Bulletin 202/69

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IRAQ

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ISRAEL

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Inquiry for cardboard making machinery. E.S.B. 42102/69/J.

Agency inquiry for toys; die-cast models. E.S.B. 42047/69/J.

Inquiry for aluminium oxide pins; porcelain eyelets. E.S.B. 42110/69/J.

Agency inquiry for air conditioners. E.S.B. 42054/69/J.

Agency inquiry for tinned meat products. E.S.B. 42044/69/J.

Bulletin 199/69

Inquiry for textile knitting beams. E.S.B. 39116/69/J.

Inquiry for household cleansing products. E.S.B. 41878/69/J.

Inquiry for transfer press. E.S.B. 29062/68/J.

Agency inquiry for knitwear. E.S.B. 41203/69/J.

Agency inquiry for jam and marmalade; pickles and sauces; tea. E.S.B. 42085/69/J.

Inquiry for film processing equipment. E.S.B. 40964/69/J.

Inquiry for medical goods. E.S.B. 42117/69/J.

Bulletin 200/69

Agency inquiry for echo sounding equipment; fishing equipment; golf equipment; navigation equipment; shotguns. E.S.B. 42043/69/J.

Inquiry for paints; traffic warning lights. E.S.B. 35595/69/J.

Agency inquiry for kitchenware and tableware; ornaments. E.S.B. 42055/69/J.

Agency inquiry for chain saws. E.S.B. 41887/69/J.

Inquiry for cashmere blankets. E.S.B. 30615/69/J.

Agency inquiry for diabetic and dietetic products; medicaments. E.S.B. 42103/69/J.

Bulletin 201/69

Inquiry for copper oxychloride; ferric chloride. E.S.B. 42053/69/J.

JAPAN

Bulletin 197/69

Agency inquiry for saw blades; small tools; tool holders; twist drills. E.S.B. 40119/69/J.

JORDAN

Bulletin 200/69

*Inquiry for whistle strings. E.S.B. 42314/69/J.

KENYA

Bulletin 200/69

Inquiry for animal food mixing machine; canning plant for vegetables. E.S.B. 42187/69/J.

KUWAIT

Bulletin 197/69

Agency inquiry for toys and games. E.S.B. 41254/69/J.

Inquiry for clothing; confectionery; electric heaters; hand tools; shoes; textiles; toys. E.S.B. 41799/69/J.

Bulletin 198/69

Agency inquiry for fabrics; garments; head scarves; nightwear. E.S.B. 41896/69/J.

Bulletin 200/69

Agency inquiry for milk powder. E.S.B. 41266/69/J.

LIBYA

Bulletin 199/69

Dissolution of Central Tenders Boards. E.S.B. 1154/G/J.

Payments for imports. E.S.B. 1209/G/J.

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MADEIRA

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Inquiry for rubberized insulating material. E.S.B. 38600/69/J.

MALAWI

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Agency inquiry for women's wear. E.S.B. 41782/69/J.

Bulletin 200/69

Inquiry for tea bags. E.S.B. 42595/69/J.

Agency inquiry for calculators; files; lathes; photocopiers; stereophonic equipment; typewriters. E.S.B. 35136/69/J.

NETHERLANDS

Bulletin 197/69

Agency inquiry for gas-fired engines. E.S.B. 41488/69/J.

NIGERIA

Bulletin 198/69

Inquiry for moulds; moulding machines; plastic extruders; plug parts. E.S.B. 41132/69/J.

Bulletin 199/69

Inquiry for dry ice-making equipment. E.S.B. 42176/69/J.

NORTH AMERICA

Bulletin 199/69

Store buyers visit London. E.S.B. 4415/69/J.

NORWAY

Bulletin 197/69

Agency inquiry for nightdresses; panti-hose; tights. E.S.B. 41396/69/J.

Bulletin 198/69

Inquiry for hydraulic starter couplings. E.S.B. 42032/69/J.

Bulletin 200/69

Inquiry for dresses; skirts. E.S.B. 42541/69/J.

Bulletin 201/69

Inquiry for woven shoddy. E.S.B. 42722/69/J.

Bulletin 202/69

Inquiry for grinding machine; interferometers; lasers equipment. E.S.B. 41421/69/J.

PAKISTAN

Bulletin 198/69

Inquiry for glass manufacturing machinery and equipment. E.S.B. 41781/69/J.

Agency inquiry for pesticides – further information. E.S.B. 31487/69/J.

Inquiry for pin cylinders for mortice locks. E.S.B. 42124/69/J.

Bulletin 200/69

Inquiry for crop spraying equipment. E.S.B. 32399/69/J.

PAPUA/NEW GUINEA

Bulletin 199/69

Inquiry for sandals; tropical clothing. E.S.B. 14538/69/J.

PERU

Bulletin 202/69

Agency inquiry for welding equipment. E.S.B. 32379/69/J.

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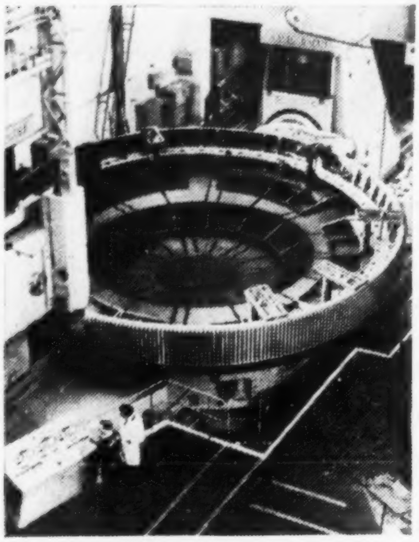

Two contracts totalling nearly £700,000 in value have been gained by David Brown Gear Industries Ltd. for the supply of very large gear drives to the North American continent for heavy duty ore grinding mills.

The major contract, worth over £500,000 was obtained from Koppers Co. Inc., Hardinge Division, York, Pennsylvania, and is the largest single order obtained by David Brown in the United States. The second order was placed by Dominion Engineering Ltd., Montreal, Canada, for two similar 38ft. diameter girth rings and four pinions. This dollar earning business was obtained in the fact of severe competition. The unique resources and capacity of their Salford gear plant played an important part in the negotiations, which took place in the United States and Canada, as David Brown were able to put forward designs for the most efficient and economic gear drives.

AGENCY INQUIRIES, *continued*

PORTUGAL AND PORTUGUESE OVERSEAS PROVINCES

Bulletin 200/69

Agency inquiry for electric domestic appliances; hair dryers; sewing machines; washing machines. E.S.B. 39997/69/J.

QATAR

Bulletin 201/69

Agency inquiry for babies' wear and gift sets; children's wear; cosmetics; handkerchiefs; hosiery; shirts; ties. E.S.B. 36744/69/J.

Inquiry for carbon brushes; chart paper; indicator lamps. E.S.B. 32282/69/J.

ST. VINCENT

Bulletin 197/69

*Inquiry for blazer cloth; carpets; dresses; dress fabrics; steel rods; tiles. E.S.B. 40304/69/J.

SINGAPORE

Bulletin 197/69

Inquiry for biscuit and confectionery plant. E.S.B. 41294/69/J.

SOUTH AFRICA

Bulletin 197/69

Agency inquiry for millinery; textiles. E.S.B. 41150/69/J.

SPAIN

Bulletin 198/69

Manufacture under licence – cooling towers. E.S.B. 41888/69/J.

SWEDEN

Bulletin 199/69

Inquiry for chemicals. E.S.B. 42063/69/J.

Agency inquiry for brass candlesticks; glass mugs E.S.B. 42039/69/J.

Bulletin 200/69

Agency inquiry for pipe thread sealing tape; soldering wire. E.S.B. 41723/69/J.

Bulletin 202/69

Agency inquiry for narrow fabrics. E.S.B. 40950/69/J.

SWITZERLAND

Bulletin 197/69

Agency inquiry for blazer badges; knitwear. E.S.B. 41283/69/J.

Agency inquiry for foodstuffs. E.S.B. 41868/69/J.

Bulletin 198/69

Agency inquiry for capsule filling machine; ointment filling machines and equipment; pharmaceutical industry equipment; polyurethane resin; tablet counters, filling and wrapping machines. E.S.B. 40959/69/J.

Agency inquiry for food and drink processing machinery and equipment; measuring and control equipment; pressure vessel fittings; pumps. E.S.B. 41714/69/J.

Inquiry for carpeting. E.S.B. 20825/69/J.

Agency inquiry for printed circuit connectors and accessories. E.S.B. 41458/69/J.

*Agency inquiry for PVC shrinking film. E.S.B. 42022/69/J.

Bulletin 199/69

Agency inquiry for chemicals; emulsion binders and powders; PVA dispersion agents; synthetic resins. E.S.B. 41481/69/J.

Bulletin 200/69

Inquiry for valves. E.S.B. 41404/69/J.

Agency inquiry for belts; knitwear; socks. E.S.B. 42027/69/J.

Inquiry for cables. E.S.B. 42738/69/J.

Inquiry for asbestos and mineral wool; car radiators. E.S.B. 41795/69/J.

Agency inquiry for bedspreads. E.S.B. 41224/69/J.

Inquiry for ship's lanterns. E.S.B. 39905/69/J.

Bulletin 201/69

Agency inquiry for caravans. E.S.B. 41849/69/J.

Bulletin 202/69

Manufacture under licence – building materials. E.S.B. 42543/69/J.

THAILAND

Bulletin 200/69

Inquiry for vegetable oil and margarine manufacturing machinery. E.S.B. 41830/69/J.

TRINIDAD/TOBAGO

Bulletin 198/69

Agency inquiry for standby diesel-electric generating plants. E.S.B. 41858/69/J.

UGANDA

Bulletin 200/69

Inquiry for scientific equipment. E.S.B. 42137/69/J.

UNITED STATES OF AMERICA

Bulletin 198/69

*5s. Inquiry for drawn fluted wrench steel. E.S.B. 41891/69/J.

Inquiry for confectionery. E.S.B. 42086/69/J.

Bulletin 199/69

Inquiry for chimney bricks. E.S.B. 42076/69/J.

Inquiry for biscuits; cheeses; confectionery. E.S.B. 40960/69/J.

Inquiry for skins. E.S.B. 42123/69/J.

Agency inquiry for gin; whisky. E.S.B. 42081/69/J.

Bulletin 200/69

Inquiry for manicure sets. E.S.B. 42524/69/J.

Inquiry for logs. E.S.B. 42562/69/J.

Bulletin 201/69

Inquiry for plywood. E.S.B. 42710/69/J.

Inquiry for interchangeable tools. E.S.B. 42572/69/J.

Agency inquiry for tyre pressure gauges. E.S.B. 42306/69/J.

URUGUAY

Bulletin 198/69

Inquiry for bone milling and crushing machines. E.S.B. 40834/69/J.

ZAMBIA

Bulletin 202/69

Inquiry for equipment and materials for use in the manufacture of transistor radios. E.S.B. 33066/69/J.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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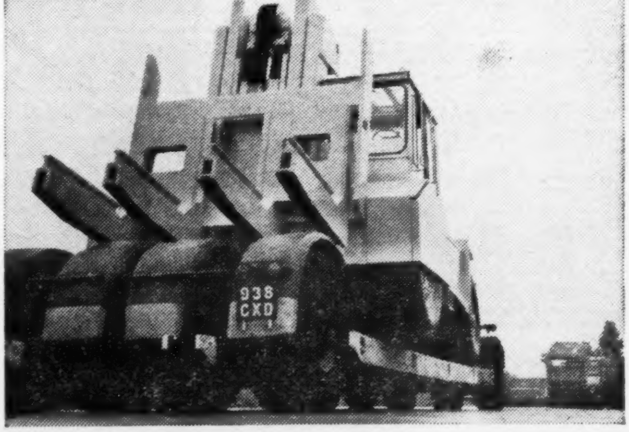

Four lift trucks, claimed to be the largest in the world, with a combined lifting capacity of over 120 tons, left the Leighton Buzzard, Bedfordshire, factory of Lancer Boss Ltd. this week, all within a 24-hour period. They were the Boss DD80 Mark III front-lift model pictured here on a low loader, leaving the factory, a Lancer 3500 Series container handling sideloader (background), a Boss DD60 and a Lancer 2500 Series container handling truck. Total value: approaching £150,000, with well over half this figure representing export earnings.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in last week's issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October* 1 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757*).*

Extensive Middle East tour

Encouraged by the success of previous sales tours of the Middle East carried out by Sanders & Forster Ltd., of Stratford, London, E.15 (holders of the Queen's Award to Industry for technological innovation in structural steelwork), a further fact-finding and sales promotion tour is being made by Mr. Anthony J. Swain, a sales executive of the company.

Mr. Swain is visiting the Sudan, Saudi Arabia, Dubai, Abu Dhabi, Bahrain, Qatar, Kuwait, Iraq, Lebanon, Cyprus, Greece and Libya and he plans to return to England via Italy at the end of November.

During his tour, Mr. Swain will follow up sales leads, visiting existing agents and appoint additional agents in those countries in which the company is not adequately represented.

Visit to South Africa and Australasia

Commercial and export directors of Hy-Mac Ltd., Mr. W. M. Regan and Mr. C. R. Wilson respectively, are making a four-week tour of subsidiary and joint-venture companies and distributors in South Africa, Australia and New Zealand. After a brief stay in Johannesburg, where the company's business continues to expand, they will visit Sydney to review the company's first year of part manufacture with Tutt Bryant Ltd. In addition to visiting Hy-Mac Australia (Pty) Ltd., they plan to visit existing and potential customers in Australia, also Cory Wright & Salmon Ltd., the company's distributor in New Zealand, where Hy-Mac excavators are also being manufactured.

African tour

Mr. Ian S. Hemsley, area sales manager of Carding Specialists Co. Ltd., Halifax, Yorks., will leave on November 1 for Khartoum, to negotiate a big order with Sudan Textiles. He then proposes to leave for Ethiopia, Kenya, Tanzania, Uganda and Nigeria, to survey market prospects and to promote sales. In Nigeria, he hopes to appoint representatives.

Carding Specialists were Queen's Award winners in 1967.

Middle East tour

Mr. Peter Lemke, export executive of Bray Construction Equipment Ltd., Feltham, Middx., is making his fourth tour of the Middle East to consolidate his company's position and increase sales in this rapidly expanding market. He is also attending the Baghdad International Fair, at which the company will be showing the Bray loader, model 552, which has created considerable interest in the Middle East.

Countries being visited on Mr. Lemke's tour include Kuwait, Bahrain, Qatar, Jordan and Libya, the Trucial States and the Lebanon. When visiting Doha Qatar he will assist Bray agents, Mars & Company, in commissioning the first batch of Bray 536 tractor shovels with the Qatar Government.

Technical aid in Czechoslovakia

Mr. Geoff Holland, technical service manager of the plastics division of Anchor Chemical Co. Ltd., Clayton, Manchester, left for Prague on October 13 to give technical assistance to customers in Czechoslovakia using Cycolac brand ABS thermoplastic.

Anchor, United Kingdom distributors for the Cycolac range of ABS resins produced by the Marbon Division of Borg-Warner at Grangemouth, Scotland, are also responsible for sales of these resins to most of eastern Europe.

Month in the Caribbean

Mr. G. W. Ward, sales director of James Neill & Co. (Sheffield) Ltd., manufacturers of 'Eclipse' tools, left on October 20 for a month's sales mission to the Caribbean, Central and South America. He proposed visiting Guyana, Trinidad, Barbados, Puerto Rico, Jamaica and Venezuala, calling on 'Eclipse' distributors and major industrial users in these markets. He also looked forward to visiting the British Engineering and Technical Event in Caracas, Venezuela, where James Neill are exhibiting magnetic chucks and engineers' tools.

New agents appointed

Mr. Geoff Pye, sales manager for Hancock & Co. (Engineers) Ltd., oxy-cutting machine manufacturers of Slough, recently returned from an extensive sales tour of Australia and India, where new agents were appointed. Representing Hancock in Australia will be Messrs. Rowan Arc, whose head office is in Adelaide, while Nathani Steel Company of Bombay have been appointed to handle the company's business in India. Now available through these agents is the new Han-Co-Ordinate machine.

Four-week tour of US and Canada

Mr. A. M. McGhie, export sales manager rotating machines, of Hawker Siddedey Electric Export Ltd., left recently on a four-week sales tour and market survey of the United States and Canada in connection with Brush motors, alternators and electronic control equipment. He planned to visit New York, Hartford, Boston, Cleveland, Pittsburg, Chicago, Minneapolis, Dallas, Houston, Los Angeles, San Francisco, Seattle, Vancouver, Edmonton, Regina, Winnepeg, Toronto, Montreal and Halifax.

Concentrated sales drive

A 10-week sales tour of the Far East, the Antipodes and South Africa is being made by Mr. G. H. Payne, director of sales, Thomas C. Keay Ltd., of Dundee, County of Angus, manufacturers of paper sack-making machinery, sack-printing and closing machines, and jute textile machinery.

Mr. Payne, who left on October 6, will first visit Dacca, East Pakistan, Bangkok, Tokyo and Osaka, before he joins the Dundee Chamber of Commerce Trade Mission to Australia and New Zealand on October 26.

When the mission returns to Britain on November 28, he will detach himself and make sales calls in Johannesburg, Durban, East London and Cape Town before returning to Dundee on December 10.

The Thomas C. Keay Group of companies export 76.7 per cent of their production. One of the companies in the group, Lawside Engineering and Foundry Company Ltd., also of Dundee, export 97 per cent of their production. Before leaving, Mr. Payne commented: 'I know our export record is quite good, but I think there is room for improvement, particularly in the Antipodes.'

Continuing their concentrated export drive, on the same day that Mr. Payne left for the Far East, the firm's European sales manager, Mr. C. W. Theobald, left for a visit to all EFTA and EEC countries to establish agencies and increase European sales. In addition, the group has engaged the services of Mr. W. H. Scholder, as sales representative to Latin America. He has recently returned from a 100 days' visit, taking in 23 Latin American countries, for the purpose of appointing agents. Mr. Scholder is now preparing his itinerary for a further visit to Latin America, beginning on October 17.

The firm has recently concluded an agreement with Lewis and Peat (Overseas) Ltd., of London, to market machinery making multi-walled paper sacks in the USSR, Poland, Czechoslovakia, Rumania, East Germany and Hungary.

Sales promotion in Greece

Mr. W. K. Woodd, European sales manager of Wright Machinery Co. Ltd., Uxbridge, Middx., is a member of the London Chamber of Commerce mission to Greece, from October 19 to 25. The company design and build cooking and packaging plant, also ancillary equipment, for manufacturers of potato crisps, popcorn, frozen foods, hardware, etc.

Mr. Woodd will be engaged on sales promotion and will meet prospective agents.

Tour of Greece and Cyprus

Mr. M. C. Symons, marketing director of Whitlock Bros. Ltd., Great Yeldham, Essex, recently left for Athens to begin a two-week tour of Greece and Cyprus. While in Greece, Mr. Symons visited the Salonika Fair where his company's distributors, Chryssaffis Trading, Technical & Industrial Co., were exhibiting the Whitlock range of construction equipment. Sales of Whitlock excavators and loading shovels are currently running at record levels in both Greece and Cyprus.

The two countries were to be visited subsequently by Mr. Derek Cornwall, export marketing manager, with a team of sales engineers.

OUTWARD MISSIONS

World steel meeting

Lord Melchett, chairman of the British Steel Corporation, left London on October 3, when he led a Corporation team at the annual meeting of the International Iron and Steel Institute in Tokyo from October 12 to 15. He was also having discussions with leaders of the Japanese steel industry. The meeting, attended by leaders of the world's major steel producers, provides a forum for discussion of current problems, including long-range planning, technical development, and the promotion of steel as a material. Lord Melchett chaired the session on long-range planning.

On route to Tokyo, Lord Melchett visited Moscow for talks with Mr. Sokolov, a minister at the Department of Ferrous Metallurgy. He also met members of Promsyrioimport, the Russian steel importing agency. Before returning to the United Kingdom Lord Melchett will visit Australia and the United States. In Australia he will visit Corporation interests and iron ore mines in North-Western Australia. This is a fact-finding visit and will include discussions on the new iron and steelmaking developments in Australia.

Other members of the party are: Mr. W. F. Cartwright, managing director, South Wales Group; Mr. Mark Littman, QC, chief legal adviser to the board; Mr. T. S. Kilpatrick, director of operations and development, Midland Group; Mr. J. Driscoll, general manager, international and economic affairs; and Mr. G. G. Ridley, personal assistant to the chairman.

Sales mission in Far East

A crowded programme of business appointments has been undertaken by an 18-strong selling mission, sponsored by the Birmingham Chamber of Commerce and Industry, which spent a week in Thailand before moving on for a week in Hong Kong. The mission was led by Mr. W. R. P. King, vice-president of the Chamber and chairman of its Far East export section. Its members represented a wide cross-section of United Kingdom products and services, ranging from hall-marked silverware, through consumer durable equipment and pharmaceuticals, to tool steel and raw materials.

Successful mission

The Engineering Industries Association's trade mission – Engtrade 10 – to South Africa returned to London on September 29. It proved to be the most successful mission organized by the EIA to date. After only two weeks in South Africa, long-term orders for delivery over the next two to three years amounted to £10,968,000.

The leader, Mr. Frank Smith of F. Bamford & Co. Ltd., marine propeller manufacturers of Stockport, reports that the mission achieved excellent results, far in excess of his most optimistic expectations. South African businessmen extended a warm welcome to delegates wherever they went in the Republic; this was most heartening for future trade relations.

All members looked forward to the EIA's next mission to South Africa in 1971.

Chamber's first venture to Norway

The Birmingham Chamber of Commerce left on October 5 on its first selling mission to Norway. Led by Mr. J. S. Powell, director of W. Allen Taylor & Co. Ltd., the mission was based on Oslo throughout its seven-day visit. Its members' products include ships' tackle, glassware, hardware, vehicle-washing machines, office requisites, weighing machines and anchors.

BEAMA mission to Italy

The British Electrical and Allied Manufacturers' Association (BEAMA) is organizing a mission to Italy next January to promote the sale of British products which can make a contribution to the country's rapid industrial expansion and modernization programmes. There is a growing market for industrial control equipment and components as well as measuring, testing and analyzing apparatus for laboratories and hospital equipment.

The mission, of approximately 10 days' duration, is being organized by BEAMA on behalf of their automation, control and electronics division in co-operation with the British National Export Council and the British Consulate General in Milan. The mission will be based on Milan but will include visits to key industrial plants in other centres. Inquiries should be directed to Mr. A. Noble, promotion and publicity department, BEAMA, 8 Leicester Street, London, WC2.

Stage set for Congo mission

A recent visit to Birmingham by two Ambassadors set the stage for a Birmingham Trade Mission visiting the Congo from October 11 to 25. HE Monsieur Gervais Bahizi, Congolese Ambassador in London, and HE Mr. Paul Wright, British Ambassador in the Congo, attended the final briefing meeting of mission members at the Birmingham Chamber of Commerce and Industry.

This mission (the 50th sponsored by the Chamber since the introduction in 1965 of the BNEC Mission Scheme) is being led by the president of the Birmingham Chamber of Commerce and Industry, Mr. N. I. Bond-Williams, who is chairman of the Rod Division, Delta Metal Co. Ltd. The direct involvement of the president of the Chamber and the two Ambassadors reflects the importance attached to this mission by both the British and Congolese Governments, the Birmingham Chamber, and the Africa Committee of the BNEC, which has played an active part in alerting British industry to the new opportunities for doing business in the Congo.

Mission to visit Hong Kong

Delegates of the London Chamber of Commerce Trade Mission visiting Hong Kong, from October 21 to 25, were welcomed at a reception held in their honour on September 24 by Mr. E. G. A. Grimwood, Regional Representative for Britain and Europe.

After wishing the delegates success, Mr. Grimwood emphasized that the Hong Kong Trade Development Council existed in order to promote trade as a whole.

Mr. J. H. Hamm is the leader of the 20-member mission. Following their stay in Hong Kong the mission will continue to Tokyo and Osaka for a 10-day visit to Japan.

Hard-sell mission from Ulster

The latest in a series of hard-sell trade missions from Ulster has been visiting the Federal Republic of Germany from October 12 to 25. Light engineering interests as well as linen and synthetics were represented and the mission included some firms which are trying to make their first break into this market.

Mr. Roy Bradford, Ulster's Minister of Commerce, expressed the hope that the mission would be as successful as similar missions in the past 12 months to Austria, Australia and New Zealand.

The missions are sent overseas under the auspices of the Northern Ireland Chamber of Commerce, in collaboration with the Ministry of Commerce and with the support of the British National Export Council.

Packaging, transportation lectures

At the request of Czechoslovakian trading companies, representatives of Britain's Constantine Group of Companies are now in Czechoslovakia engaged on a series of lectures and talks. The Group is well known, on an international level, for its considerable involvement with freight packing and transportation facilities. The delegation visiting Czechoslovakia is led by Mr. R. L. Constantine, the Group's forward planning director, and the lectures are being given by Mr. B. Wilcock, a divisional managing director. Subjects deal with packing as an aid to export selling, the evolution of transportation, present-day transport facilities and potential developments.

Fact-finding mission to France

Twenty-two advertising men and women were leaving London today (October 22) to start a three-day fact-finding mission of the French market. The mission, organized by the Institute of Practitioners in Advertising's 44 Club, will study export opportunities for toys, furniture, food and drink, textiles and hi-fi equipment. The visit has been arranged with the co-operation of the BNEC and the French and British Chambers of Commerce.

A plenary session on 'Are British goods welcome?' has been arranged. This will include talks on the French consumer, the French retailer, advertising and French law, merchandising, consumer research and brand profiles. There will also be tours of the retail outlets in the Paris area. The group will meet French businessmen at a British Embassy reception, see a presentation on French cinema advertising, and carry out market studies through introductions arranged by the British Embassy in Paris.

Largest mission, longest trip

Having already travelled more than 100,000 miles as a trade mission leader, Mr. Andrew S. Kyle, a director of Robertson, Ireland and Co. Ltd., of Dundee, was leaving on October 22 as the leader of the Dundee Chamber of Commerce mission to Australia and New Zealand. The mission will be the largest one mounted by the Dundee Chamber – 18 firms will be taking part – and it will also be their longest trip so far, both in distance and time. They will return on November 28.

In the past eight years, Mr. Kyle, who is chairman of the Dundee Chamber's export advisory committee, has led missions to Scandinavia, the United States, South Africa and the Benelux countries.

Commenting on the mission, Mr. Kyle said: 'Australia and New Zealand are very receptive markets for Britain, but they are very commercial in their outlook. It is essential that our mission members know what is required of them, particularly in preparation beforehand.' He said that in some of the markets which members of the Dundee Chamber had visited in the past, allowances had been made for language difficulties and the fact that there were differences between nationalities. No such allowances could be made for them in the antipodes.

A strong believer in the value of personal contact, Mr. Kyle emphasized that exporters must not become 'faceless firms'. Regular visits to the countries they dealt with were essential if exports were to be maintained and grow.

He added that members of the mission felt that their visit was an excellent opportunity to establish Dundee products even more firmly in Australia and New Zealand. Products they would be selling there include a wide range of textiles, polypropylene, artificial teeth and dental products, periodicals, synthetic rubber and plastic components for the textile, printing and domestic appliance industries, textile machinery and accessories, whisky, food flavouring and seasonings, earthenware, tableware and teleprinter equipment.

The secretary of the mission is Mr. C. W. Simms, secretary of the Dundee Chamber.

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Mission to South America

MR. D. F. WATERHOUSE, sales director of Firth Brown Ltd., the Sheffield steelmaking and forging specialists, is leading a sales mission to South America next month. Highlights of the tour will be the company's participation in the British Engineering Weeks to be held in Caracas and Bogota, where the Firth Brown stand will also be staffed by Mr. J. A. Croft, the company's export manager, and Mr. M. J. A. Wolstenholme, publicity manager.

Mr. Waterhouse is taking the opportunity to visit several other countries, accompanied by Dr. G. Lucas, chief technical marketing manager, and Mr. Croft, in both North and South America, where the company has extensive business interests.

Mission to United States

ALDERMAN NEIL WESTBROOK, Lord Mayor of Manchester, recently presented to Mr. J. Wegerif, chairman of the Textile Machinery and Accessory Manufacturers' Association, and to Mr. Hugh Wyn Griffith, general manager of Shirley Developments and leader of the Textile Machinery and Control Equipment Mission to the United States this year, a vellum scroll of greetings to the Mayor of Greenville, South Carolina, where the American Textile Machinery Equipment Exhibition is being held this year.

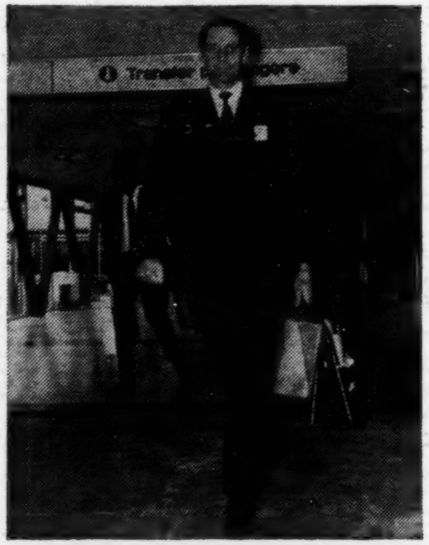
Mr. Wyn Griffith is leading a mission of over a dozen British companies who have joined, under the sponsorship of the British National Export Council, to sell their equipment to the American textile industry.

A similar mission last year, in which eight companies took part, was very successful and this year's mission is supported by the Textile Machinery and Accessory Manufacturers' Association and the BNEC.

In addition to the British companies taking part in the mission, a substantial number of British machinery manufacturers are taking part in the exhibition.

Mr. Wyn Griffith also took gifts from the Textile Council (two silk headscarves) for the Mayoress of Greenville as well as gifts from the mission for Mr. and Mrs. David Traxler, former Mayor and Mayoress of Greenville who received the Mission last year.

Talking about the Mission, Mr. Wyn Griffith said: 'Both last year and this year this support from the BNEC has made it possible for small and medium-sized firms to join with Britain's largest firms in a concerted drive to sell their equipment in the United States. Britain's science-based technology forms the basis of a wide range of machinery and test equipment that can bring real benefits to the users. The American market is no different from any other – you have to sell on the benefit to the user and on reliability – but the help we get from the BNEC, Board of Trade and the British Consulates overseas makes it very much easier for us to do our job.'



Off to Tokyo from London Airport to attend British Week goes Mr. Richard Palmer, export director of Associated Biscuits Ltd. This business trip will also include the Philippines, Australia, New Zealand and the United States.

Pharmaceuticals in South America

A NINE-MAN EXPORT MISSION, representing companies in the United Kingdom pharmaceutical industry, is now on a month's tour of South America. Although the South American medicines market is largely United States dominated, the United Kingdom industry sold antibiotics, vaccines and other medicines worth £2.3 million in 1968.

The group recognizes the difficulty of selling finished packs of medical products in this market; business will be mainly in pharmaceutical raw materials, semi-manufactures and in tablets in bulk for local processing and packaging. Nevertheless it aims to increase the United Kingdom share of this market, which at present represents under 2½ per cent of the United Kingdom industry's £100 million annual export total.

South America's biggest customer for United Kingdom pharmaceutical preparations is Brazil, which last year imported £500,000 of British medicines. Besides Brazil, the mission will visit Argentina, Peru, Colombia, Venezuala and Mexico.

Tour of United States

A 20-STRONG PARTY from the City of Westminster Chamber of Commerce left London on October 11 for a three-week tour of the United States. The members represent a wide cross-section of British products and services and include manufacturers of table giftware, high-class men's clothes, woollen textiles, buttons and buckles, laboratory equipment, leather gift items, marine and cathodic protection equipment, architectural brass foundry items, furnishing fabrics, racing and rally car accessories, snuffs, and liquid measuring and dispensing devices. Services offered include hotel and apartment accommodation and car rental facilities for American visitors to London, and type-setting and printing services.

The mission leader is Colonel B. C. Garrard, who, with several other members, participated in the Chamber's mission in 1967. New York is the first port of call, but thereafter members are following individual itineraries.

Full support to the mission has been provided by the Board of Trade and the BNEC, and British Government posts in the United States are rendering personal assistance to each member.

The Chamber's next mission will be to South Africa in February, 1970.

Carpet designers visit Italy

EIGHTEEN BRITISH CARPET DESIGNERS took part in an eight-day mission to Florence and Milan which left on October 11. The mission was sponsored by the Federation of British Carpet Manufacturers and the BNEC, and organized by the Council of Industrial Design to study the potential of the Italian market for British carpets. This Mission was also planned to enable designers to widen their experience of the factors which influence the development of carpet design and thus help to encourage new design thought.

The programme for the mission was arranged in close co-operation with the British Consulates in Florence and Milan to include talks, meetings and visits, and enable the designers to inspect new architecture and modern interior design in Italy; to meet architects, designers, buyers and other trade representatives; and to see at first hand the standard of carpets and other decorative furnishings on sale in Italian shops. They also visited art galleries, museums, department stores, workshops, showrooms and factories.

Mr. Harry Marshall, export sales manager of Yale Locks and Hardware, of Willenhall, Staffs., attended his company's exhibit of locks and door furniture at the Stockholm Technical Fair from October 1 to 7.

The designers were accompanied throughout by Mr. Clive Hall, industrial division, CoID, while Mr. Robert McLean of Hugh Mackay & Co. Ltd. represented the FBCM.

This is the fourth Outward Mission organized by the CoID for carpet designers; previous missions have visited Vienna, Paris and Munich.

Meeting and appointing agents

A BRISTOL engineer left recently for Australia, New Zealand and South Africa. Mr. Ronald A. Levan, managing director of Bristol Erickson Ltd., the Kingswood, Bristol, manufacturers of precision machine tool equipment, plans to call on existing marketing agents and to establish new ones as part of his company's drive to widen the field of their growing export trade.

He is due back in Britain in mid-November after fulfiilling another business engagement in Zurich en route.

New export director

FOLLOWING the recent retirement of Mr. Robert Adam, Robertson Foods Ltd. have appointed Mr. Neil Robertson as director in charge of exports. Mr. Robertson (son of Mr. Charles Robertson, the chairman) is already a director of the company.

He returned to this country recently from a trip to the Far East and North America where he met the company's agents and carried out a general survey of the present situation and the ways in which the company's export trade can be expanded. During this tour he also attended British Week in Tokyo.

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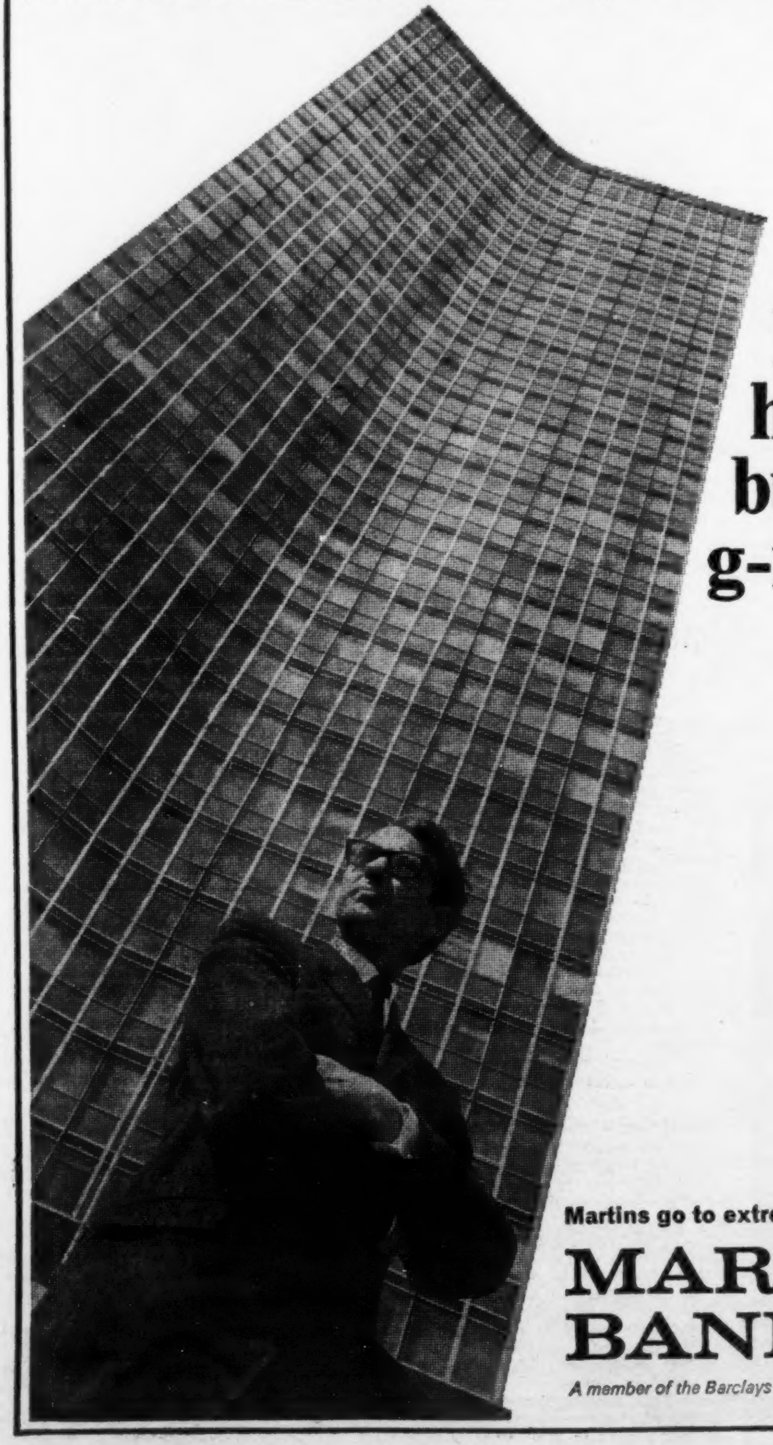

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on these pages.

Overseas trading agreement

The Eurogauge Co. Ltd., of East Grinstead Sussex, manufacturers of equipment for gauging and controlling the contents of storage vessels, have negotiated an overseas trading agreement for the supply of electronic process control equipment to six continental associates. The six companies, based in the Federal Republic of Germany, France, Italy, Switzerland, Austria and the Benelux, will be able to buy equipment – manufactured at East Grinstead – for re-sale in their own country. As an additional service, Eurogauge have agreed to provide a central design facility.

Patrol boats for Bahamas

The Government of the Bahamas has ordered from the Vosper Thorneycroft Group four 60 ft. glass fibre patrol boats, required as part of the expansion programme of the Marine Division of the Royal Bahamas Police. They will be used on anti-infiltration and fishery protection duties. The first boat is due for delivery in June 1970, with the others following at five-week intervals. The order is valued at £500,000.

Processing plants for Iran

A semi-continuous deodorizer designed and built by Rose, Downs and Thompson Ltd., of Hull, a member of the Davy-Ashmore Group, is part of an order worth £320,000 for two vegetable oil processing plants for the Ekta Factory Company of Iran. The factory produces refined hardened vegetable oil from crude cottonseed, soyabean or sunflower seed oil.

Impressive sales

British Aircraft Corporation has, over the pas five years, averaged more than £1·6 million worth of export orders *each week*. Total export orders obtained in the five-year period ending July 12, amounted to £434,403,000. Overseas deliveries made during the same period were worth £294,088,000. Export orders in hand on this date were worth £230 million. At the present time exports account for over 60 per cent of BAC's production.

Annealing plant for Greece and Poland

Contracts worth nearly £100,000 for annealing plant to be installed in Greece and Poland have been announced by Wellman Incandescent Furnace Co. Ltd., Smethwick, Warley, Worcestershire.

Repeat orders for machinery

An order for two complete tufting plants for a Czechoslovakian factory, to a total value of around £150,000, has been received by Singer-Cobble Ltd., of Gate Street, Blackburn, Lancs. Two plants, for the manufacture of carpets and blankets, had been supplied to the factory in the early 1960s.

An £18 million contract that will help Chile to step up production of copper was signed recently in London. It was negotiated by Head Wrightson of Yarm, Yorkshire, in partnership with Sybetra of Brussels and Empresa Nacional de Mineria (ENAMI) of Chile, for the supply of additional copper processing plant which will double ENAMI output of copper by 1971. The contract involves the design, supply, construction and commissioning of a number of individual plants. Pictured at the signing ceremony are (left to right): Mr. W. H. Adams, director, Head Wrightson and Co. Ltd.; Don Jorge Manterola F., executive vice-president of ENAMI; and M. Francois E. Van Campenhout, director of Sybetra. Standing are Mr. John Eccles (left), managing director, and Mr. James Iveson, director, both of Head Wrightson and Co. Ltd.

£114,000 contract from Jamaica

British Ropeway Engineering Co. Ltd., of Sevenoaks, Kent, have been awarded a £114,000 contract by Alcan Jamaica Ltd., to increase the capacity of the 4½-mile aerial ropeway operated at their Ewarton works in Jamaica (The original ropeway was designed by BRECO in 1958.) The order was placed by the export purchasing department of Alcan Industries Ltd., Banbury.

The present capacity of 340 tons per hour of green bauxite carried in buckets from mine to alumina plant is to be increased by 23½ per cent to 420 tons per hour. Site work will be carried out between early April and the end of June 1970.

£1 million Middle East contract

A £1 million contract for the first stage development of Sharjah Port has been awarded to the overseas division of Tarmac Construction Ltd., a Tarmac Derby Group company. Work will start in Sharjah, one of the seven Trucial States, this month.

Cables for Chile

An order worth in excess of £80,000 has been announced by Pirelli General Cable Works Ltd. The order, received through Parsons, Whittemore Lyddon Ltd., covers the supply of ethylene propylene rubber (EPR) insulated low and high voltage cables for a wood pulp mill in Chile.

£500,000 orders from India and Iraq

Darlington & Simpson Rolling Mills Ltd., of Darlington, Co. Durham, announce two more valuable orders won in spite of fierce international competition. They are for the supply of hot rolled special steel sections worth £500,000. The sections will be used in the manufacture of wheels for commercial vehicles and steel window frames, and will be rolled at and shipped from the Darlington mills to India and Iraq.

Confident outlook

Increases in export orders have caused Dale Electric of Great Britain Ltd., Filey, Yorks., to place bulk orders worth £700,000 with their suppliers of diesel engines. The engines, supplied by British manufacturers will be used to power generating sets manufactured by Dale. In 40 weeks this year the overseas sales of Dale equipment are 80 per cent higher than over the same period last year. Included in these orders are many projects for the communications industry, among them 23 transmitting stations in Libya, satellite tracking stations in various parts of the world, and various military projects.

£63,000 controls for fire tankers

Orders worth £63,000 for boiler combustion, feed water and steam temperature controls for five 227,000 dw tankers building at Gotaverken A/B, Sweden, have been won by Bailey Meters & Controls Ltd., Purley Way, Croydon, Surrey, a member of the Babcock & Wilcox group. The orders follow those received in June and August last year for similar equipment supplied for three sister ships.

Sales of buses and chassis

B. Ashworth & Co. (Overseas) Ltd., London, a subsidiary of Adam & Harvey Ltd., announce that, as export managers of Seddon Motors Ltd., Oldham, Lancs., they have finalized the sale of 100 complete Seddon buses to the Kowloon Motor Bus Co. (1933) Ltd., Hong Kong. Delivery will start in December and the value of the contract is in excess of £500,000.

Over a period of 18 months B. Ashworth & Co. have sold 179 Seddon bus chassis to Costa Rica, of which 50 remain to be shipped before the end of this year, and 61 chassis to San Salvador. These contracts ensure a solid foothold for British buses in Central America, where previously they were almost unknown.

South African sales quadrupled

Multitone Electric Co. Ltd., London-based designers and manufacturers of on-site radio communication systems, who already have installations in more than 60 countries, expect that South Africa will soon become one of their top 10 export markets. 'The level of sales there during the past six months has been four times as great as that during the corresponding period two years ago,' says Mr. J. M. Spiers, Multitone's commercial director, who flew out on October 9 to attend the Instrument Control Society of South Africa Exhibition in Johannesburg.

Repeat order from Bangkok

An order worth £156,000 has been received by Simon Container Machinery, a division of Henry Simon Ltd., Stockport, for the supply and installation of additional corrugator container machinery to the new Samrong Tai plant of the Hiang Seng Fibre Container Co. Ltd., Bangkok. Last year the division received a contract from the same company for a corrugator and converting equipment worth £268,000.

Electrical equipment for Hong Kong

Following the winning of a £300,000 contract to supply equipment for Mexico City, Yorkshire Electric Transformers have secured a £280,000 order for distribution transformers for Hong Kong's public electricity supply network.

The units ordered are largely repeats of similar equipment supplied to the Hong Kong Electric Company by Yorkshire Transformers, a member of the Aberdare Holdings Group, whose export records are being broken month by month. Yorkshire Transformers alone have already doubled last year's exports, sales this year representing more than 50 per cent of production.

Tube testing equipment for Italy

A specialist electronic instrument company, which began activities in a converted public house in Kentish Town, North London, recently received a substantial order from one of the biggest copper tube manufacturers in Italy. Further inquiries came from France, Finland, the United States and the United Kingdom as a result of a mention in the *Financial Times.*

The company, CNS Instruments Ltd., specialize in producing eddy-current non-destructive test equipment to meet the demand for automatic high-speed testing of tube, bar and rod.

Orders for fumigation equipment

A comprehensive range of adaptable fumigation equipment is produced for overseas users by Rentokil Laboratories Ltd., East Grinstead, Sussex. Such equipment has, for example, been supplied to Pakistan, Ghana and other areas in Africa, the Far East and Middle East.

Half-year sales over £1 million

Data Dynamics Ltd., Hayes, Middx., data acquisition and communication equipment specialists, announce sales of £1.1 million for the first half-year – April 1 to September 30, 1969. Last year the company achieved £1 million sales for the first time in their three-year history. This success is closely tied to the increasing demand for time-sharing terminals and other computer peripheral equipment and includes a recent contract worth £30,000 from Norway.

£415,000 hot strip mill equipment

Davy-Ashmore South Africa Pty. Ltd. (the South African-based subsidiary of the Davy-Ashmore Group) have received a contract worth over 700,000 Rand (£415,000) for the supply and erection of a third mandrel-type downcoiler, associated equipment and electrics to serve the 56in.-wide hot strip mill at the Vanderbijlpark Works of the South African Iron and Steel Industrial Corporation Ltd.

Taps for United States hospital

Walker Crosweller & Co. Ltd., Cheltenham, have won a $33,000 contract to supply America's largest and most modern hospital – the Belle Vue, now being built in New York – with spray-mixing taps.

Press brakes for South Africa

As a result of a licensing agreement, South African production engineers will shortly be able to buy mechanical and hydraulic press brakes and presses of advanced design developed by The Bronx Engineering Co. Ltd., of Lye, Worcs. This British company has licensed WISPECO (Wire Industries, Steel Products and Engineering Co. Ltd.) of Johannesburg to build press brakes and presses to their design for sale throughout Southern Africa.

Hong Kong tunnel

Two BSP-Muller 2-phase MS26D vibrators are being supplied by The British Steel Piling Co. Ltd., to Costain International Ltd., for use in the construction of the £18¾ million, mile-long tunnel under Hong Kong harbour, which began in September this year. The vibrators will be used to drive casings and piling for the tunnel approach at Kowloon on the mainland.

£242,000 Libya contract

British Insulated Callender's Construction Co. Ltd., has been awarded a £242,000 contract to supply and erect overhead lines for Mobil Oil Libya Ltd., at Amal, 235 miles south of Benghazi. Painter Brothers, part of the BICC Group, will supply the steel and the conductors will be supplied by the wire mill division of BICC. The contract is expected to start in February and be completed in August 1970. Further work may be undertaken later.

Gas turbines for Puerto Rico

John Brown Engineering (Clydebank) Ltd. have secured an order for six heavy-duty industrial gas turbines for power generation, with an additional four generators, on the Caribbean island of Puerto Rico. It is the second order in the area in less than a month.

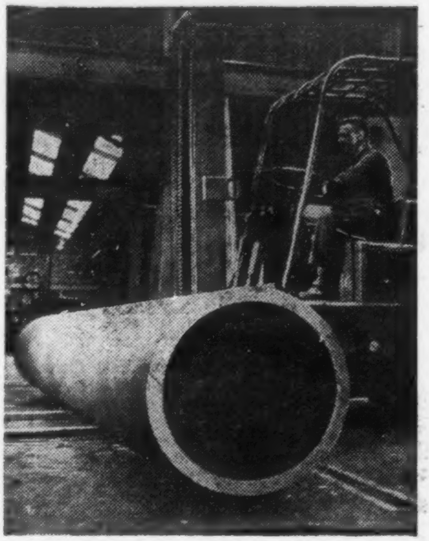
The gas turbine order is valued at £3½ million and, in time to mark the third birthday of the firm, brings the total gas turbine order book to a value of more than £25 million – of which nearly £10 million has been obtained in 1969.

The order also brings the total for turbine orders to over 50 – every one for export.

Mining chocks worth £750,000

Dowty Mining Equipment Ltd. announce orders worth £750,000 from Canada and Belgium. These result from the planned expansion of export sales and the development of new products specially designed to meet overseas requirements.

McIntyre Porcupine Ltd. have chosen Dowty heavy-duty, four-leg chocks for their Smoky River mine in Alberta, while the Belgian orders, following successful competitive trials, are for 180-ton, six-leg, medium-seam chocks with special equipment for use with coal ploughs.



A centrifugally cast tube weighing nearly 3 tons and 16ft. long has been produced at the Crawley foundry of APV-Paramount Limited. The tube, Paramount's largest tube to date, is one of three the company is supplying to Walmsley (Bury) Limited to be machined and fabricated to form metering press rolls for a large paper-making plant in Mexico.

Smoking pipes for Australia

Harrisons & Crosfield Ltd., London, received orders worth £12,000 from Australia during September for smoking pipes manufactured by Falcon House Group.

Orders from Israel and Spain

Root Harvesters Ltd., Peterborough, announce orders from Israel (one Whitsed Super Duplex potato harvester) and Spain (two Whitsed Super Duplex harvesters and one Turnill single row potato and root elevator digger).

Mr. D. Howells, export manager, recently returned from a visit to Finland, where he demonstrated the Whitsed Super Junior vegetable harvester to agents. He was accompanied by Mr. W. Smedley, one of the company's field engineers.

£250,000 factory extension

Masson Scott Thrissell Engineering Ltd., are building a £250,000, three-storey extension to their works in Riverside Road, Summerstown, London, S.W.17, the largest ever undertaken at the works.

The importance of research and development is fully appreciated by the company and recently a new research and development centre was opened in their Bristol factory. Associations have also been formed with the Universities of Bristol, Bath and Hull; these enable information on fundamental research to be readily available to be applied to the engineering of the company's product range. Existing connections with the Paper Industry Research Association and other research bodies are being strengthened and consolidated.

Despite strong competition from leading manufacturers in the United States and Europe, the company have managed to increase sales and expand markets. Recent orders include one placed by Munkedals Aktiebolag of Sweden for two 1·4 m. wide 'LQH 1,000' cutters for a new finishing department, part of a major expansion programme, and another for the supply of Langston Masson corrugating equipment for Hans Kolb Wellpappenwerke, of Memmingen, Bayern. Included in this order were '101' single and double facers and a cut-off, also a Langston Masson glue machine with 'Glu-Print' and drives.

Sales to Africa of waterproofing materials, roofing components and pipeline protection products manufactured by D. Anderson & Son Ltd., Manchester, currently account for some 45 per cent of the company's total export business.

Added impetus to these sales is being given by the BBC's African service with two programmes in its 'Trademark Britain' series devoted to Anderson and their products to be broadcast on October 30 and 31. Photograph shows Mr. Lawrence Spicer (right) producer of 'Trademark Britain', discussing production with Mr. Robert Davis (centre) of Anderson and Mr. Mohammed Shire Fara of the BBC's Somali service during recording of the programmes.

Fourth transformer for Puerto Rico

GEC Transformers Ltd., Stafford Works, announce an order worth over £170,000 from the Puerto Rico Water Resources Authority for a 544MVA 230KV auto transformer, identical to three units ordered by the Authority last year from The English Electric Co. Ltd., transformer division. Delivery of the four transformers will be spread over a 12-month period starting in January 1970.

$400,000 carpet for Kowloon hotel

John Crossley & Sons Ltd., of Halifax, Yorks., have secured a contract worth $400,000 for the supply of carpet to the Empress Hotel, Kowloon, part of the hotel's million-dollar renovation and expansion scheme.

Passenger ship conversion

Barclay, Curle & Co. Ltd., the Clyde division of the Swan Hunter Group, have been awarded the contract for a major passenger ship conversion by Dominion Far East Line (Hong Kong) Ltd. The contract, valued at about £550.000, is for the conversion of the mv Princess Isabel, which the company purchased recently from Lloyd Brasileiro in Rio De Janeiro, where the vessel has been laid up for the past 15 months.

Sales in over 100 countries

Evans Electroselenium Ltd. of Halstead, Essex, announce the sale of six newly developed EEL 194 amino acid analysers to Spain. The analysers, worth nearly £20,000, will be used to analyse animal foodstuffs. The company's progressive sales policy has resulted in a whole range of British-made instruments being sold to over 100 countries.

Sale made 35,000 ft. above Arctic

Short Brothers & Harland Ltd., Belfast, have announced their 'tallest' order – the sale of a Skyvan light STOL transport to Canadian operator Nordair Arctic Ltd. With the exception of the signing of legal and financial documents to complete the deal, negotiations on this sale were carried out at 35,000ft., north of the Arctic Circle.

On September 3 Skyvan sales manager, Mr. Alex Roberts, was on board a Nordair VIP flight in a Boeing 737, flying over to watch the United States oil tanker Manhattan crashing through sea ice to pioneer a commercial shipping route through the North-West Passage to the newly discovered Alaskan oilfield.

After the fly-over, Mr. James Hooley, chairman of Nordair Arctic, said: 'Let's talk about this Skyvan of yours. . . .' By the time the 737 touched down Mr. Tooley had agreed to buy a Skyvan for a freight and passenger service out of Frobisher Bay, on Baffin Island, to outlying Eskimo villages and remote communities in the North West Territories and Arctic Circle.

Three other Skyvans are already serving in Canada – with Transair, Selkirk Air and the Federal Government's Department of Energy, Mines and Resources.

Second order from USSR

It is just over six months since Machinoimport of the USSR placed a £2 million order for heat treatment equipment with Birlec Ltd., of Westgate, Aldridge, Staffs. This contract included a number of gas-fired Mk. IV sealed quench furnaces. Another contract worth more than £74,000 has now been signed with Machinoimport for three 15 cu. ft. capacity furnaces, this time electrically heated, also two batch tempering furnaces, gas plants, washing and rinsing machines and a charging machine, to be used in the Soviet motor-car industry.

Carpet sales in Cyprus

Increasing prosperity in Cyprus, largely attributable to a healthy tourist trade, has resulted in expanding sales of Crossley carpets. This is apparent in orders taken by the company's agent in Nicosia and by Mr. David McGonigal, area sales manager, during a recent visit to the island, when orders amounted to over 50 per cent more than the total for the whole of the previous year. Mr. McGonigal was accompanied by Mr. Jeremy Mitchell, export sales representative.

Orders from seven countries

On his return from visiting distributors and potential customers in New York and Chicago, Mr. C. B. Cotton, director of Burgess Products Co. Ltd., Sapcote, Leicestershire, announced substantial orders for bandsaws from one of America's largest coast-to-coast chainstore and mail order houses, and orders for spray guns are expected in due course. Mr. Cotton also negotiated a new contract for Burgess replacement silencers for British cars in the United States, where the brand is very well-known.

Mr. A. Hayes, general manager of the electric tools division, recently visited distributors in Amsterdam and secured orders for two types of spray guns, and the company recently received orders from Yugoslavia for bandsaws, from Australia for trestle brackets, and from Germany and Belgium for electric glue guns, while distributors in Japan have ordered electric engraving tools.

120 per cent increase

During the first eight months of this year direct exports by Dowty Seals Ltd., Cheltenham, increased by 120 per cent compared with last year.

Silencer for Christmas Island

Burgess Products Co. Ltd., acoustical and electrical engineers and manufacturers of Hinckley, Leicestershire, claim to export their products all over the world. While many of their consignments are to well-known destinations, recent orders include one for Christmas Island, in the Indian Ocean. The order is for a large silencer for the exhaust of an English Electric diesel engine.

£28,000 order from Turkey

MKEK of Ankara, Turkey's Government-controlled, multi-million-pound industrial complex, has ordered a £28,000 hydraulically operated plate bending roll from the Bronx Engineering Co. Ltd., of Lye, Worcs. The machine, to be delivered next year, is the first plate bending roll which Bronx have sold to Turkey.

Water pumps for China

Quinton Hazell, the international motor vehicle replacement parts manufacturers, have won another order from China for water pumps. 'Although the order is worth less than £1,000,' says Mr. Graham Roberts, export director, 'It is the fact that we now seem to be gaining regular orders from what is a difficult market to break into that is really encouraging.'

£12,000 order from Soviet Union

A Cardiff company, Acratork Engineering, have been awarded a £12,000 contract to supply torque loading and testing equipment to the Soviet Union. The contract, the largest single export order ever received by the firm, is a direct result of the company's participation at the British Industrial Exhibition held in Moscow three years ago.

£600,000 building contracts

An order from Czechoslovakia worth £130,000, signed recently at the Ellesmere Port, Cheshire, works of H. H. Robertson (UK) Ltd., brings to over £600,000 the total orders won by the company this year in specialized building products, mainly for industrial applications. This most recent contract is to supply over 500,000 sq. ft. (53,000 sq. metres) of Galbestos cladding for the roofs and walls of a new paper mill being built at Sturova, Slovakia, on the River Danube.

Trenchless pipelayers for Canada

A £750,000 order from Canada for British-engineered Badger trenchless pipelaying equipment has been received by Hudswell Yates Developments Ltd. The order, which brings the value of export contracts negotiated by this Leeds-based concern to more than £4 million, has been placed by the Canada and Dominion Sugar Company of Montreal.

A substantial order from Germany was announced recently – machines are already at work there; Badger machines are also operating in France and in Texas.

Sulphur plant for Libya

A large sulphur recovery plant, designed and engineered by The Ralph M. Parsons Company (UK) Ltd. for Esso Standard Libya Inc., left the United Kingdom recently for Libya.

The entire plant, weighing approximately 350 tons, was prefabricated at the Greenwich factory of G. A. Harvey & Co. (London) Ltd. in nine separate modules or sections, the heaviest of which weighed over 60 tons. Before shipment it was pre-assembled, tested, dismantled and crated. It will be reassembled at the site of Esso's large industrial complex at Marsa El Brega, Libya.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m', Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets,

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Decisions and Proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of all the Regulations, Decisions and Proposed Regulations referred to below may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Regulation (CEE) No. 1975/69 sets up a premium system for the slaughter of cows and for non-marketing of milk and milk products (*Journal Officiel* No. L252 dated October 8, 1969).

Decision No. 69/350/CEE fixes the maximum compensatory amounts that Germany is authorized to levy on the import of certain products (*Journal Officiel* No. L255 dated October 11, 1969).

Regulation (CEE) No. 1974/69 relates to the rate of exchange to apply in determining the customs value of goods, so far as the Deutsche Mark is concerned (*Journal Officiel* No. L251 dated October 7, 1969).

EGGS

The *Journal Officiel des Communautés Européennes* No. C127 dated October 4, 1969, contains the text of a Proposed Regulation concerning certain marketing standards for egg products. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

SUGAR

The Journal Officiel des Communautés Européennes No. C127 dated October 4, 1969, contains the text of a Proposed Regulation modifying **Regulation (CEE) No. 1009/67** which is the basic Regulation establishing a common organization of the market for sugar. It should be noted that the text of this Regulaion, when finally approved, may differ from the draft text referred to above.

TRADE IN FRESH MEAT AND CATTLE AND PIGS

The *Board of Trade Journal* dated October 16, 1964, contained an announcement about two **Directives, Nos. 64/433/CEE** and **64/432/CEE,** concerning health problems connected with intra-Community trade in fresh meat and cattle and pigs. These were subsequently modified by **Directives Nos. 66/601/CEE** and **66/600/CEE.**

The *Journal Officiel des Communautés Européennes* No. C127 dated October 4, 1969, contains the texts of two Proposed Regulations relating to the sanitary standards concerning fresh meat and cattle and pigs passing through one Member State on the way to a destination in another Member State. It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

The *Journal Officiel des Communautés Européennes* No. L256 dated October 11, 1969, contains the text of **Directive No. 69/349/CEE** modifying **Directive No. 64/433/CEE** mentioned above.

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 1972/69 completes **Regulations (CEE) Nos. 1025/68** and **1072/68** in so far as they concern certain definitions in the cattlemeat sector (*Journal Officiel* No. L251 dated October 7, 1969).

Regulation (CEE) No. 1973/69 relates to intervention measures to be taken in the cattlemeat sector in France (*Journal Officiel* No. L251 dated October 7, 1969).

FRANCE

Import regulations for live animals

THE FRENCH authorities have drawn attention to their regulations concerning the indentification of imported animals. These regulations require that all imported cattle, sheep, pigs and goats must bear individual identification marks (either eartags or tattoo marks) which correspond with the identification of the animal given in the accompanying veterinary certificate. **Non-identifiable animals will be refused entry.**

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

Import levies for certain foodstuffs

THE FRENCH *Journal Officiel* of October 1 published a notice setting out the variable levies and maximum rates which apply from October 1, 1969 to certain foodstuffs of the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12. The list of items covered by these headings was published in the *Board of Trade Journal* of August 11, 1967 (page 365).

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

ITALY

Import of sophisticated industrial equipment

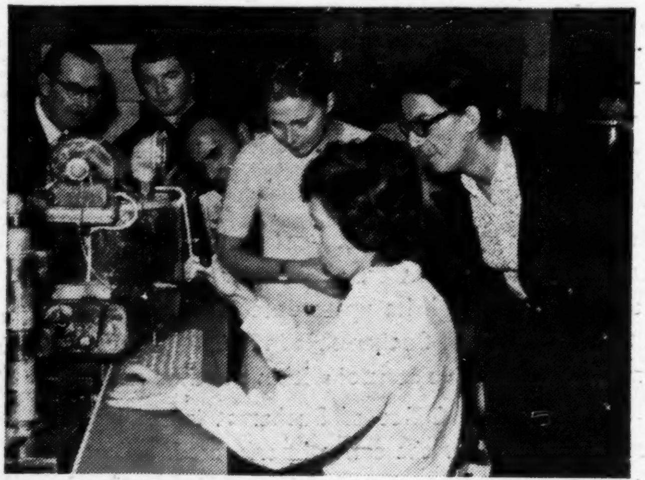
THE ITALIAN Government passed a law on July 14, 1969 (No. 471) creating a fund of US $100 million (US $2.40=£1 approx.) for the granting by the IMI (Instituto Mobiliare Italiano) bank of low interest loans (about 4 per cent) for the importation into Italy of sophisticated equipment by industry, universities, research institutions, etc.

Copies of a translation of the Law No. 471 are available, on request (price 3s.), from Export Services Branch, Board of Trade, Room H11, Hillgate House, 35 Old Bailey, London, E.C.4.

Applications from Italian importers for the loans have to be sent to: IMI (Instituto Mobiliare Italiano), Via IV Fontane 121, Rome, Italy (Tel. 46.91).

Details of the equipment and the country of origin must be given together with a declaration that comparable equipment is not manufactured in Italy.

British exporters of sophisticated scientific and industrial equipment are advised to ensure that their Italian agents are aware of these new facilities and the arrangements for applying for them.



Miners Cosmetics, a low-priced fashion cosmetic is rapidly expanding its overseas markets, exporting to over 35 countries. Success in Italy is being further enhanced by a press promotion between 'Annabella' magazine and UPIM – the largest chain of low-price stores. Recently Miners played host to Dr. Maisani, a director of UPIM, who was accompanied by the PRO for UPIM, Signorina Chivelli, and two 'Annabella' editoresses Signorinas Magrini and Mariani. The photograph shows them touring the factory, watching Miners products being assembled.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: *49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.*

GREECE

Increases in import duty

THE FOLLOWING new rates of import duty have been announced by the Greek Ministry of Finance:

BN	Commodity	Duty on Imports from all sources
38.11 A 2	Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products, in the form of preparations consisting of an active product (DDT, etc.), mixed with other substances, ready for immediate use and other than copper-based preparations for treating vines, in aerosol containers	25%
39.02 B 2 (b) VII	Polyvinylchloride	20%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

Miscellaneous changes in import duty

THE FOLLOWING LEGISLATION has recently been published in the Greek Government *Gazette:*

1. The following items shall henceforth be exempt from the luxury tax at present levied on them under emergency law No. 1991/1939:

59.17	Textile fabrics and textile articles for technical use made wholly or partly of silk or of continuous artificial or synthetic textile fibres.
	*Furskins of animals bred in Greece and re-imported after processing or dying abroad.
Ex 51.02 A Ex 51.04 B	Monofil and strip (artificial straw and the like) and fabrics made of such materials.

*This will have retroactive effect from May 1966.

2. The following commodity will no longer be liable to turnover tax on import into Greece:

12.02	Sesame flour.

3. Products reinforced by the addition of the following materials, if imported directly by recognized industries for use exclusively as raw materials in the manufacture of rubber, shall be classified under tariff heading 40.04, and may therefore be imported duty free:

40.02 B 2 II	Synthetic rubbers in blocks or lumps.
40.05 A 2	Plates of vulcanized natural or synthetic rubber, of a thickness exceeding 7 mm., not suitable for manufacturing soles.

4. Stiff netting, made of continuous synthetic textile fibres, covered by tariff heading 51.02 A 1, and meant for technical use (e.g. manufacture of domestic flour sieves, food safes, etc.) shall be liable to a general basic duty of 60 per cent.

5. Single-ply yarns of continuous synthetic or artificial fibres over 10 denier, imported by manufacturers of nets suitable for collecting the olive crop shall be subject to a general *ad valorem* duty of 3 per cent.

The conditions of delivery and proof of use of the yarns for the above purpose, as well as the method of disposal of the nets manufactured shall be fixed by public decisions of the Ministers of Finance and Agriculture.

6. The following, when imported to and transported exclusively at the towns of Kastoria, Siatista and Nestorian shall be exempt from import duty

43.02 D	Furskin extremities and scraps of irregular shape, no one piece of which constitutes a complete article.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).*

THE GOODS CONTROL OFFICE OF BUCHAREST

carries out on request quality and quantity control of export, import and transit goods, supervises loading, stowing, etc.

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— control of transport facilities;
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International Telephone: 86 **Cables: OCEME – Bucharest**
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For further information apply to—

ROMANIAN COMMERCIAL OFFICE,
26, CADOGAN SQUARE, LONDON, S.W.1.

Customers from France watch the hand painting of china florals during a visit to Coalport China Limited, a member of the Wedgwood Group. They are Mr. Hubert d'Ocagne, European manager of Dexam International, Paris, agents for Coalport; Miss Loric of Primavera, Provence; Miss Retiva of Primavera, Paris; Mrs. Salmon and Miss Marlier of des Establissements Marliere of Valenciennes.

BENELUX

Trade mark convention and law

THE BENELUX Trade Mark Convention which was signed by Belgium, the Netherlands and Luxembourg on March 19, 1962, became effective on July 1, 1969. Under the provisions of this Convention a Uniform Trade Mark Law will now come into force in the Benelux countries on January 1, 1971.

The Uniform Law will replace the existing national laws and will provide for a single registration of a trade mark which will be valid in all three countries. Applications for registration may be filed with a Benelux Trade Marks Bureau to be set up at The Hague or with national offices. Marks registered in the three countries on January 1, 1971, will continue to be regarded as registered if a Benelux registration is effected within one year from this date. Registration will be for a period of 10 years with renewals for like periods.

An English translation of the Convention and the Uniform Law is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

SPAIN

Import duty suspensions

THE SPANISH *State Gazette* of October 6 published decrees as follows:

Tariff Heading	Description	Import duty	Valid until
Ex 15.11 A	Crude glycerol	Nil	December 31, 1969
16.03 A	Meat extracts in containers of more than 5 Kg.	Nil	December 31, 1969
73.13 B 3 b	Tinplate	10·2	December 31, 1969
76.01 A 1	Unwrought aluminium ingots	Nil	December 31, 1969
76.01 A 2	Alloyed unwrought aluminium ingots	Nil	December 31, 1969

Home compensation tax levy: Quebracho

THE SPANISH authorities have announced that the 2 per cent Home Compensation Tax Levy has been extended until October 15, 1970 on tanning extract of quebracho insoluble in cold water (Tariff heading 32.01.C.1).

Import duty suspensions: extensions of validity period on petrochemical products

NOTICE was given in the *Board of Trade Journal* of November 1, 1968, page 1208, of various import duty suspensions on petrochemical products. The Spanish authorities have announced that the validity of the import suspensions has been extended until December 31, 1969, excepting Tariff Headings 29.05A.1 and 29.13 A.3.

Inquiries about these notices should be addressed to: Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

IRISH REPUBLIC

Import duty on wheat

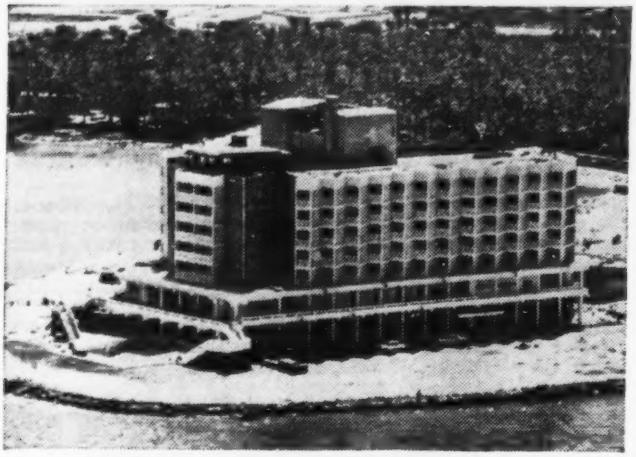
THE GOVERNMENT of the Irish Republic has made an Order entitled the Imposition of Duties (No. 181) (Customs Duties and Form of Customs Tariff) (Wheat and Meslin) Order, 1969, dated October 7, 1969.

The Order removes the Customs duty of £3 per ton on imported wheat with effect from October 15, 1969, inclusive.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

THE RANK ORGANISATION
AREA OFFICE VIENNA

A three-man team of measurement experts from the Vienna office of Rank Precision Industries Ltd. are pictured beneath the Ferris Wheel in Vienna before embarking on a 3,500 mile trip through Russia in their mobile demonstration vehicle. The journey, which will last for more than a month, will take in Kiev, Moscow and Leningrad, and has been arranged to enable the company to advise Russian engineers and scientists in the use of the company's instruments. Last year Rank Precision Industries sold more than £1 million of their precision measuring instruments to Russia, and this trip is a follow-up to the order to assist the Russians in the techniques, maintenance and application of the instruments.



The Gulf Hotel in Bahrain, the newest and most modern hotel in the Gulf States, was opened to the public on October 1, following the formal inauguration by The Ruler of Bahrain, Shaikh Isa bin Sulman al-Khalifa, on September 29. The hotel overlooks Quadabiya Bay in an exclusive residential district of Manama, Bahrain's capital, and is next door to The Ruler's Town Palace. Built on reclaimed land, and shaped like an arrow pointing out to sea, the hotel's unusual design takes full advantage of its position, and the restaurant, the 130 bedrooms and suites and most of the public rooms enjoy an unsurpassed view of the bay with its Arab fishing dhows, yachts from the nearby sailing club, and, in the far distance, the tankers and freighters entering and leaving the port of Bahrain. Designed by the company's Architects Department (chief architect E. B. Collins, ARIBA), the Gulf Hotel was completed by George Wimpey & Company in a total of 700 days from start to finish.

TURKEY

Agricultural development

THE TURKISH Ministry of Agriculture recently published a 'Regulation for the Development of Stock-farming', which gives details of plans for the development and marketing of agricultural livestock, and for the production of animal feeds in Turkey.

A translation of this Regulation has now been received and may be consulted at Commercial Relations and Exports Department, Board of Trade, Room 360, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), to whom all inquiries should be addressed.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 497, published in the South African *Government Gazette* of October 10, contains an application to the Board of Trade and Industries for increase in duty on:

1. (a) and (b) Suede and napa leather of sheep and lamb skins, of goat and kid skins to 20 per cent *ad valorem;*
   (c) chamois dressed leather to 30 per cent *ad valorem* or 12c. per square foot;
   (d) and (e) Suede and leather coats and jackets to 35 per cent *ad valorem* or R20 per coat or R15 per jacket.
2. (a) Products of copper and alloy as follows:
   Certain wrought bars and rods, angles, shapes and sections, circles, plates, sheets and strip, foil brass or bronze wire, hollow and solid bars of phosphor bronze, mostly to 25 per cent *ad valorem;*
   (b) Products of zinc and alloy as follows:
   Certain wrought bars and rods, angles, shapes and sections, wire and foil to 25 per cent *ad valorem.*

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

GHANA

Import licensing regulation

THE FOLLOWING notice was published in the Ghana *Commercia and Industrial Bulletin* on September 30:

Notice to Importers No. 323 – Restricted Imports

It is hereby announced that the list of restricted imports published in the Notice to Importers No. 321 includes the following:

Customs item No.	Description of Commodity
893	Group articles of plastic materials, including polythene bags.

Note:

Note to Importers No. 321 – General Guide to Importers – Import Licensing Procedures for the period January 1 to June 30, 1970, contained in the Ghana *Commercial and Industrial Bulletin* of September 5, was published in the *Board of Trade Journal* of September 24, pages 846-849.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

New trade marks legislation

THE TRADE MARKS ACT, 1965, which repeals and replaces the existing Ghanaian trade mark legislation came into force on October 1, 1969. The Act repeals the provision of the old law under which any person registering a trade mark in Great Britain was entitled to priority registration of the same mark in Ghana.

Attention is also drawn to the Trade Marks Ordinance (Amendment) Decree, 1969, which came into force on February 7, 1969 and which repeals the requirement of prior registration in the United Kingdom of trade marks for cotton goods.

Copies of the Act and the Decree are available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

LIBYA

Customs tariff

THE FOLLOWING AMENDMENTS have been made to the Libyan Customs Tariff:

Item No.	Description of Item	Duty
3-1	Fresh fish (alive or dead), cold or frozen:	
	A. Taken and landed by boats or ships of Libyan registry	Nil
	B. Other	200 mil/net Kg.
3-3	Crustaceans and molluscs whether still in their shells or not (alive or dead) cold, frozen, salted, in brine or dried. Crustaceans in their shells simply boiled in water:	
	A. Taken or landed by boats or ships of Libyan registry	Nil
	B. Other	200 mil/net Kg.
4-5	Egg of poultry, preserved, salted or sweetened:	
	A. Poultry egg powder in any form	Nil
	B. Fresh eggs	20%
	C. Fresh eggs imported by national poultry factories for incubation provided the Under Secretary of Finance is convinced that they will be used for this purpose	Nil
11-8	Starch of cereals and of roots and tubers, inulin	Nil
12-1-2	Oil seeds and oleagenous fruits whether or not crushed or ground (except mustard flour):	
	A-3 Sesame seeds	Nil
17-2	Other sugars (sugar syrups, maltose, lactose or the like);	
	B. Glucose	5%
17-4	Confectioneries not containing cocoa:	
	A. Liquorice root extract not containing more than 10% sucrose or products in form of confectioneries	50%
	B. Marzipan, nougat and the like	50%
	C. Bonbons, dragees, pastilles and caramels (sweets from burnt sugar), etc.	50%

(*Continued on page* 1143)

Of £81m-worth of Britain's Imports from Portugal last year, £79m-worth wasn't Port.

Don't get the idea that wine is the one and only thing we make well.

Things wouldn't look as rosy if we didn't make textiles and shoes either.

Or glassware, sisal ropes and artificial fibres. Or tomato paste, stuffed olives, tinned tomatoes, almonds and chestnuts.

Little things like these mean quite a lot. Like seventy-nine million pounds. Interested?

Please address enquiries to
Portuguese National Trade
Office, 20 Lower Regent Street,
London, S.W.1.
Telephone: 01-930 2455.

Cargo for all points east In a hurry A job for professionals

A job for Alitalia.
First a DC-9 takes your cargo to Rome, natural distribution point for cargo all over the world.

There we've built a million-pound computerised terminal staffed with a complete team of cargo-handling experts.

It can handle 500 tons a day. The idea behind it is to handle cargo as quickly on the ground as we do in the air. That's why our new Rome Cargo Building is completely integrated and automated.

Cargo arriving in Rome for onward transfer is handled automatically.

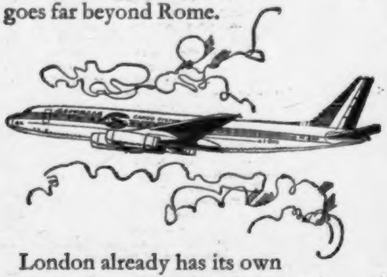
Result: within the hour cargo has been checked through and is ready for shipment to any of the cities along Alitalia's Far Eastern network—**Karachi, Bombay, Bangkok, Manila,* Singapore, Djakarta, Tokyo and Sydney.**

**New service April 1st*

From Rome onwards your cargo goes by Super DC-8, mainstay of the Alitalia international jet fleet—and container standardization has cut to a minimum the time involved

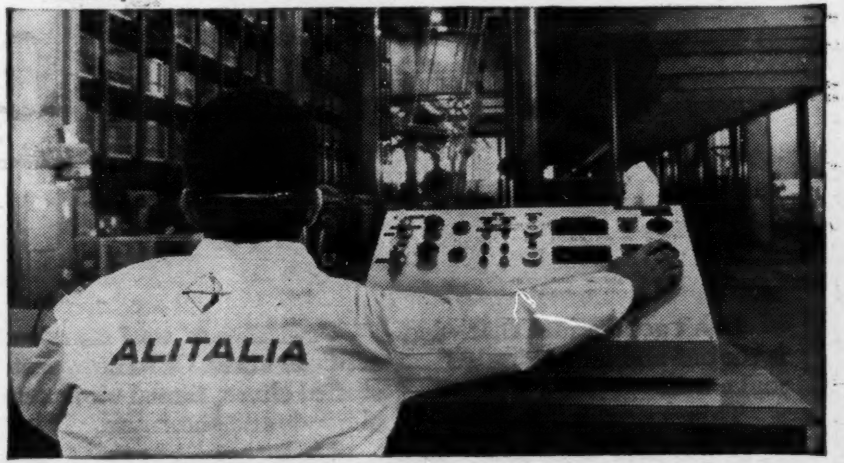
in transferring cargo from one type of plane to another.

And the Alitalia system goes far beyond Rome.



London already has its own automated cargo terminal to match the Rome one, and there are new terminals planned in New York and Milan.

So fly your cargo with Alitalia. The professional way.



ALITALIA CARGO SYSTEM

Built from the ground up

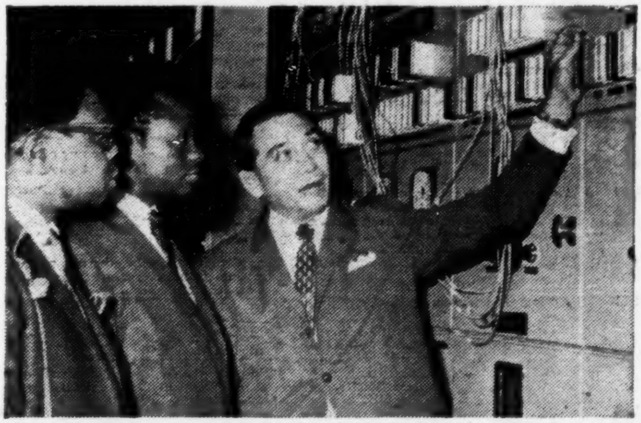
Item No.	Description of Item	Duty
17-5	Sugar, syrups (molasses) scented, coloured except sweetened fruit juice with any percentage of sugar	50%
19-7	Bread and other ordinary baker's wares not containing sugar, natural honey, eggs, fats, cheese or fruits	50%
19-8	Pastry, biscuits, cakes and other fine baker's wares, whether or not containing cocoa in any proportion	50%
25-2	Sulphuric iron compounds (pyrites)	Nil
28-47/48	Salts of mineral acids (such as chromates), permanganates, tins, other salts, super oxides, salts from inorganic acids but not including acetates	50%
28-55	Phosphides, phospheric iron which contains 15% by weight or more phosphore or phosphoric copper which contains 8% phosphate	Nil
28-56	Carbides (such as silicon carbide, boron carbide and metallic carbides)	Nil
28-57	Hydrides, nitrides and azides, silicides and borides	Nil
29-4-5	Acyclic alcohols and cyclic alcohols and their sulphonated, or nitrosated derivatives	
	(a) Acyclic alcohols and cyclic alcohols:	
	(2) Isopropyl alcohol	50%
29-6-45	Other organic compounds:	
	(d) Organic acids:	
	(1) Tartaric acid and citric acid	50%
32-9	Varnishes, lacquer, water paint, pigments of the type used in preparation of skins; other paints, enamels; pigment prepared with oil, terpentine spirit, linseed oil, white spirit, varnish or other paint or enamel media, stamping foils, dyes in forms or packings of a kind sold by retail:	
	(a) Varnishes whether or not coloured	50%
	(b) Oil paints	50%
	(c) Others	50%
35-1-6	Casein, albumins, gelatin, pipton, and their by-products, dextrine, soluble starch, roasted starch; glues, isinglass; skin powders whether or not chromed:	
	A. Dextrines, glues, and soluble or roasted starches	
	(ii) Dextrines and soluble or roasted starches imported by owners of national factories in packets exceeding 1 kg. net	10%
38-12	Preparations for polishing, painting and colour fixing of colours used in textile, paper, skin and similar industries	5%
38-19	Products and preparations of chemical and allied industries (including those which are constituted from mixtures of natural products) not listed nor included in any other place, residual products of chemical and allied industries not mentioned nor included under any other item:	
	A. Ink removers, stencil correction ink	20%
	B. Products and preparations of chemical industries and residues of chemical and related industries excluding those specified under 'A' above directly imported by owners of national industries and distinguished by the name of factory	5%
	C. Others	20%
39-7	Articles made from materials mentioned in item 39-1 to 39-6	
	C. Sacks directly imported by national factories and distinguished by name of factory	10%
	D. Fishing equipment of plastic including threads	Nil
	E. Nets of synthetic resins	10%
	F. Others	25%
40-13-14	Other products of soft rubber:	
	B. Protective clothes and gloves for surgeons and X-Ray technicians and special clothes for sponge fishermen and firemen	10%
	C. Others	25%
41-10	Synthetic rubber or processed rubber which is basically natural skin or fibre in form of slabs, sheets or rolls	10%
44-14	Veneers or plywood sheets of a thickness not exceeding 5 mm. whether or not reinforced with paper or fabric	10%
44-28	Other articles of wood:	
	A. Suitcases and boxes and the like	50%
	B. Other	50%
48-8	Filter paper	10%
48-15	Paper and cardboard for purposes other than those mentioned in items 48-10 to 48-14:	
	A. For wrapping sweets, fruits and similar products which are directly imported by owners of national factories and bear the name of the factory	Nil
48-16-17	Boxes and bags and other packages for keeping files and letters, storage boxes and similar types of materials usually used in offices and stores and such other paper and cardboard:	
	A. Boxes and paper bags for cement and keeping other goods produced by national factories provided they are directly imported by national factory owners and bear the name of the factory	Nil
53-11	Woven fabric of wool or fine animal hair	10%
53-12-13	Woven fabrics of coarse animal hair	10%
59-4	Ropes:	
	A. Ropes of various types for fishing including tuna, and for production of 'shawami,' nets for olive oil presses	Nil
60-3	Stockings of all types of non-rubber material:	
	B. Of artificial or synthetic silk	25%
	E. Of other fibres	25%
68-6	Natural or artificial abrasive materials on a base of woven material, paperboard or other materials whether or not cut to shape or sewn or otherwise made up	10%
69-7	Tiles and unvarnished square blocks for tiles, walls and fireplaces	40%
73-30	Anchors and grapnels for ships and parts thereof of cast and wrought iron	Nil
73-24	Cylinders of iron and steel for pressurized or liquified gas	10%
73-32	Screws, nuts and bolts and hooks of iron or steel, rivets and rings and similar items of iron, steel, unwrought bars, rods, angles, shapes and sections, of aluminium wire:	
	A. Bars and rods	Nil
	B. Others	10%
83-7	Lamps and light fittings, chandeliers of ordinary metal and their non-electrical parts of base metal (except other items under chapter 85 with the exception of item 85-22):	
	B. Gas and oil lamps for fishing boats and parts thereof	Nil
	C. Others	30%
85-3	Primary cells and primary batteries – for flash lights and the like	40%
85-4	Storage batteries	40 %
90-28	Electrical measuring, testing, analyzing and regulating appliances:	
	A. Acoustic measuring instruments used for measuring sound from sea depths	Nil
	B. Others	25%
94-1	Seats and sofas including sofabeds (excluding those mentioned in item 94-2 and their parts):	
	A. Of wood	40%
	B. Of base metal	40%
	C.D. Others	40%
94-3	Other furniture and parts thereof:	
	A. Of wood	40%
	B. Of base metal	40%
	C. Others	40%

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Government contracts

THE LIBYAN CABINET has issued instructions to each Ministry and Government Organization to establish a special committee to review all the public projects for which that Ministry or Government Organization is responsible. The committees have been instructed to study projects which have already been let, whatever stage they may have reached, as well as projects for which contracts have not yet been let, and to submit recommendations for their cancellation, continuation, postponement or modification to the Minister concerned as soon as possible.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2359).



The activities of Hawker Siddeley Electric Export Ltd. are to be featured in an edition of 'Trademark Britain – a weekly BBC radio programme produced for the Corporation's African Service. The series of 15-minute programmes in English, highlighting the export operations of British firms, is transmitted to all African countries, with special items from the programmes broadcast in Swahili and Hausa languages. The photograph shows Mr. Bernard Cockrell (right), Hawker Siddeley Electric Export's regional executive for north and west Africa, explaining the features of a high-voltage switchgear panel to Mr. E. Kassembe (left) and Mr. H. Sulaiman from the BBC's African Service, at Brush Electrical's Loughborough factory.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

NIGERIA

Customs tariff changes

THE FIRST Schedule to the Nigerian Customs Tariff is amended by th Customs Tariff (Duties and Exemptions) (No. 4) Order, 1969. Thi Order was published in the Federal Republic of Nigeria *Officia Gazette* of September 26, and became effective as from May 8, 1969.

SCHEDULE 1 – Import Duties

Tariff No. (1)	Tariff Description (2)	Extent of Amendment (3)
84.01	Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam): A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.02	Auxiliary plant for use with steam and other vapour generating boilers (for example, economizers, super-heaters, soot removers, gas recoverers and the like); condensers for vapour engines and power units: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.03	Producer gas and water gas generators, with or without purifiers; acetylene gas generators (water process) and similar gas generators, with or without purifiers: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.04/05	Steam and other vapour power units (including steam engines with self-contained boilers): A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.06	Internal combustion piston engines: D (1)	In sub-heading D (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.07/08	Other engines and motors (including hydraulic motors): A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.11	Air pumps, vacuum pumps and air or gas compressor (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.12	Air conditioning machines, self-contained comprising a motor-driven fan and elements for changing the temperature and humidity of air: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.13/14	Furnace burners for liquid fuel, pulverized solid fuel or gas; mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances; industrial and laboratory furnaces and ovens, non-electric: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.15	Refrigerators and refrigerating equipment (electrical and other): A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.16	Calendering and similar rolling machines (other than metalworking and metal-rolling machines and glass-working machines) and cylinders therefor: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.18	Centrifuges, filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machinery for aerating beverages; dish washing machines: C	In sub-heading C, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.21	Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers (charged or not); spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.23	Excavating, levelling, stamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments): A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, cultivators, seed and fertilizer distributors); lawn and sports ground rollers: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.29): B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.26	Dairy machinery (including milking machines): B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.27/28	Other agricultural and horticultural machinery (including machinery of a kind used in wine or cider making, fruit juice preparation or the like); poultry-keeping and bee-keeping machinery; germination plant with mechanical or termal equipment; poultry incubators and brooders: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.29	Machinery of a kind used in the bread grain milling industry, and other machinery (other than farm type machinery), for the working of cereals or dried leguminous vegetables: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.30	Machinery, not falling within any other heading of this Chapter of a kind used in the following food or drink industries: bakery, confectionery, chocolate manufacture, macaroni, ravioli or similar cereal food manufacture, the preparation of meat, fish, fruit or vegetables (including mincing or slicing machines), sugar manufacture or brewing: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.

Tariff No. (1)	Tariff Description (2)	Extent of Amendment (3)
84.31	Machinery for making or finishing cellulosic pulp, paper or paper-board: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.32	Book-binding machinery, including book-sewing machines: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.33	Paper or paperboard cutting machines of all kinds, other machinery for making up paper pulp, paper or paperboard: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.34	Machinery, apparatus and accessories for type-founding or type-setting; machinery, other than the machine-tools of heading No. 84,45, 84.46 or 84.47, for preparing or working printing blocks, plates or cylinders; printing type, impressed flongs and matrices, printing blocks, plates and cylinders; blocks, plates, cylinders and lithographic stones, prepared for printing purposes (for example, planed, grained or polished): B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.35	Other printing machinery, machines for uses ancillary to printing: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.36	Machines for extruding man-made textiles; machines of a kind used for processing natural or man-made textile fibres; textile spinning and twisting machines; textile doubling, throwing and reeling (including weft-winding) machines	*Delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.37	Weaving machines, knitting machines and machines for making gimped yarn, tulle, lace, embroidery, trimmings, braid or net; machines for preparing yarns for use on such machines, including warping and warp sizing machines: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.38	Auxiliary machinery for use with machines of heading No. 84.37 (for example, dobbies, Jacquards, automatic stop motions and shuttle changing mechanisms); parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within heading No. 84.36 or 84.37 (for example, spindles and spindle flyers, card clothing combs, extruding nipples, shuttles, healds and heald-lifters hosiery needles): A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.39	Machinery for the manufacture or finishing of felt in the piece or in shapes, including felt-hat making machines and hat making blocks: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.40	Machinery for washing, cleaning, drying, bleaching, dyeing, dressing, finishing or coating textile yarns, fabrics or made-up articles (including laundry and dry-cleaning machinery); fabric folding, reeling or cutting machines; machines of a kind used in the manufacture of linoleum or other floor covering for applying the paste to the base fabric or other support; machines of a type used for printing a repetitive design, repetitive words or overall colour on textiles, leather, wallpaper, wrapping paper, linoleum or other materials, and engraved or etched plates, blocks or roller therefor- B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.41	Sewing machines; furniture especially designed for sewing machines; sewing machine needles: A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.42	Machinery (other than sewing machines) for preparing, tanning or working hides, skins or leather (including boot and shoe machinery): A	In sub-heading A, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
84.43/44	Converters, ladles, ingot moulds and casting machines, of a kind used in metallurgy and in metal foundries; rolling mills and rolls therefor: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.

(Continued on next page)

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NIGERIA, *continued*

Tariff No. (1)	Tariff Description (2)	Extent of Amendment (3)
84.45	Machine-tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50	*Delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.46	Machine-tools for working stone, ceramics, concrete, asbestos-cement and like mineral materials or for working glass in the cold, other than machines falling within heading No. 84.49	*Delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.47	Machine-tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic materials or other hard carving materials, other than machines falling within heading No. 84.49	*Delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.49	Tools for working in the hand, pneumatic or with self-contained non-electric motor: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.50	Gas-operated welding, bracing, cutting and surface tempering appliances: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.56	Machinery for sorting, screening, separating, washing, crushing, grinding, or mixing earth, stones, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuel, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand: B	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.57	Glass-working machine (other than machines for working glass in cold); machines for assembling filament and discharge lamps and electronic and similar tubes and valves: B	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.59	Machinery and mechanical appliances having individual functions, not falling within any other heading of this Chapter: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.60	Moulding boxes for metal foundry; mould of a type used for metal (other than ingot moulds), for metallic carbides, for glass, for mineral materials (for example, ceramic pastes, concrete or cement) or for rubber or artificial plastic materials	*Delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.01	Electric generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors: (i) A (1) (ii) B (1) (iii) C (1)	In sub-heading A (1), *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’. In sub-heading B (1), *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’. In sub-heading C (1), *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.02	Electro-magnets; permanent magnets and articles of special materials, for permanent magnets, being blanks of such magnets; electro-magnetic and permanent magnet chucks, lamps, vices and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads: B (1)	In sub-heading B (1) *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.11	Industrial and laboratory electric furnaces and ovens; electric induction and dielectric heating equipment; electric welding, brazing and soldering machines and apparatus and similar electric machines and apparatus for cutting: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.18	Electrical capacitors, fixed or variable: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; switch boards (other than telephone switchboards) and control panels: B	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.21	Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells, mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.22	Electrical appliances and apparatus having individual function, not falling within any other heading of this Chapter: B	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors: B	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.24	Carbon brushes, arc-lamps carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
85.25/27	Insulators, insulating fittings for electrical machines, appliances or equipment, being fittings wholly of insulating material apart from any minor components of metal incorporated during moulding solely for purposes of assembly, electrical conduit tubing and joints therefor, of base metal lined with insulating material: B	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
90.07	Photographic cameras; photographic flashlights apparatus: A	In sub-heading A, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
90.14	Surveying (including photogrammetical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compressors; rangefinders: C	In sub-heading C, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
90.16	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines not falling within any other heading of this Chapter (for example, micrometers, callipers, gauges, measuring rods, balancing machines); profile projectors: (i) B (ii) F (1)	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’. In sub-heading F (1), *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
90.17/18	Medical, dental, surgical and veterinary instruments and appliances (including electromedical apparatus and ophthalmic instruments); mechano-therapy appliances; massage apparatus; psychological aptitude testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators): B	In sub-heading B, *delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.
90.20	Apparatus based on the use of X-rays or of the radiations from radiocative substances (including radiography and radio-therapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like	*Delete* the rate of duty in the column ‘Fiscal Entry’ and *substitute* ‘5%’.

Tariff No. (1)	Tariff Description (2)	Extent of Amendment (3)
90.22	Machines and appliances for testing mechanically the hardness, strength, compressibility, elasticity and the like properties on industrial materials (for example, metals, wood, textiles, paper or plastics): B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
90.23	Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not; any combination of these instruments: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
90.24	Instruments and apparatus or measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquids or gases or for automatically controlling temperature (for example, pressure gauges, thermostats, level gauges, flow meters, heat meters, automatic oven draught regulators), not being articles falling within heading No. 90.14: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
90.25	Instruments and apparatus or physical or chemical analysis (such as polarimeters, refractometers, spectrometers, gas analysis apparatus); instruments and apparatus for measuring or checking viscosity, porosity, expansion, surface tension or the like (such as viscometers, porosimeters, expansion meters); instruments and apparatus for measuring or checking quantities of heat, light or sound (such as photometers including exposure meters, calorimeters); microtomes: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
90.26	Gas, liquid and electricity supply or production meters, calibrating meters therefor: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
90.27	Revolution counters, production counters, taximeters, mileometers, pedometers and the like, speed indicators (including magnetic speed indicators) and tachometers (other than articles falling within heading No. 90.14); stroboscopes: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
90.28	Electrical measuring, checking, analysis or automatically controlling instruments and apparatus: B	In sub-heading B, *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
91.05/06	Time of day recording apparatus; time switches and apparatus for measuring, recording or otherwise indicating intervals of time, with clock or watch movements (including secondary movement) or with synchronous motors: B (1)	In sub-heading B (1), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.
96.01/06	Brooms and brushes (including mops and feather dusters); paint roller; squeegees (other than roller squeegees); prepared knots and tufts for broom or brush making; powder puffs and pads for applying cosmetics or toilet preparations; hand sieves and hand riddles: C (2)	In sub-heading C (2), *delete* the rate of duty in the column 'Fiscal Entry' and *substitute* '5%'.

Explanatory Note

(This note does not form part of the above Order, but is intended to explain its purpose.
This Order has, essentially, the following effects:

Full Tariff Item No. (1)	Description of Goods (2)	Effect of Order (3)
84.01 A	Machinery	Reduces the rate of duty from 20% to 5% *ad valorem.*
84.02 A		
84.03 A		
84.04/05 A		
84.06 D (1)		
84.07/08 A		
84.10 A		
84.11 A		
84.12 A		
84.13/14		
84.15 A		
84.16 B		
84.17 A		
84.18 A		
84.19 C		
84.21 A		
84.22 A		
84.23 A		
84.24 B		
84.25 B		
84.26 B		
84.27/28 B		
84.29 B		
84.30 A	Machinery	Reduces the rate of duty from 20% to 5% *ad valorem.*
84.31 B		
84.32 B		
84.33 B		
84.34 B		
84.35 B		
84.36		
84.37 A		
84.38 A		
84.39 B		
84.40 B		
84.41 A		
84.42 A		
84.43/44 B		
84.45		
84.46		
84.47		
84.49 A		
84.50 A		
84.56 B		
84.57 B		
84.59 A		
84.60		
84.61 A		
85.01		
85.02 B (1)		
85.11 A		
85.18 A		
85.19 B		
85.21 A		
85.22 B		
85.23 B		
85.24 A		
85.25/27 B		
90.07 A		
90.14 C		
90.16 B, F (1)		
90.17/18 B		
90.20		
90.22 B		
90.23 B		
90.24 B		
90.25 B		
90.26 B		
90.27 B		
90.28 B		
91.05/06 B (1)		
96.01/06 C (2)		

Certificates of value

Telegraphic information has been received from the British High Commission in Lagos stating that, although the above notice makes no mention of the need for certificates of value, it has been confirmed by the Nigerian Customs and Excise Authorities that such certificates are required to enable machinery to qualify for the lower rate of duty.

Any inquiries relating to the above notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5577, Ext. 471/2/3).

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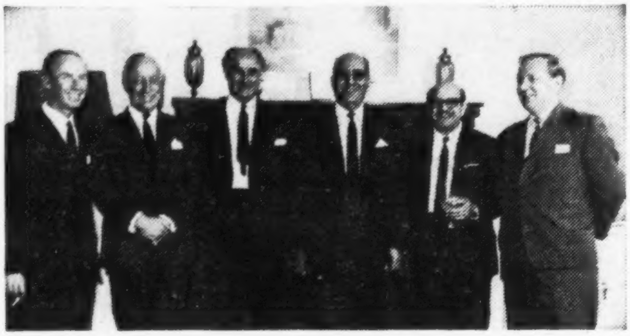


Discussions took place on the further expansion of the Technical Aid Programme between Dunlop Footwear Ltd. and their Chilean licensee during the recent visit to Liverpool of Mr. Victor Auad, managing director, and Mr. Miguel Adauy of Manufacturas de Chilenas de Caucho. Amongst the subjects were plans for a new footwear factory in Santiago, for which Dunlop Footwear are providing technical aid. Also visiting Dunlop Footwear at the invitation of Mr. Bassett Smith following the Paris Shoe Fair was Mr. R. V. L. Worsdale, general manager, D. I. Fram and Co. Ltd., of South Africa. Pictured, left to right, G. E. Somerfield, marketing director, Dunlop Footwear Ltd.; R. V. L. Worsdale; N. G. Bassett Smith, general manager and director, Dunlop Footwear Ltd.; V. Auad and M. Adauy; and I. Bullock, development manager, Dunlop Footwear Ltd.

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Chalk (Tariff item 25.08.00)

Details of the tariff item, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferenial	Most Favoured Nation	General
25.08.00	Cwt.	Free	..	Free

The Emergency Protection Authority is required to report to the Minister by November 4, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 787/69.

Emergency Protection Authority reference

THE NEW ZEALAND Minister of Industries and Commerce re-referred to the Emergency Protection Authority on October 7, 1969 the following items:

Bandsaw blades (Tariff item 82.02.09)

Trailer axle assemblies (Tariff item 87.14.21).

This re-reference was necessary because under the Act setting up the Emergency Protection Authority any temporary duty imposed as a result of its inquiries lapses after one year. Details of the reference to the Tariff and Development Board were given in the *Board of Trade Journal of* January 10, 1969, page 115, and February 28, 1969, pages 652/655 respectively. The Emergency Protection Authority is required to report to the Minister by November 5, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 726/69 or CRE 725/69 respectively.

Tariff and Development Board report

COPIES OF THE New Zealand Tariff and Development Board report on Diamond and Metallic Carbide Tools have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), reference CRE 1161/68.

CHILE

Permitted import list amendments

THE FOLLOWING amendments were made recently to the Chilean permitted import list:

Page	Item No.		Percentage of Prior deposit
1	01.03	Bloodstock for breeding	0
11	11.08	Starch	0
12	12.10	Dehydrated alfalfa-pelleted	0
14	14.01	Ratampil	0
28	27.16	Others	0
30	28.16	Ammonia	0
57	32.12	Waterprroofing	0
57	32.13	For mimeographing and in concentrates	0
61	35.06	Glues with rubber content in containers of less than one kilogram	0
77	40.11	Tyres, with steel mesh reinforcement, except measurements 900 by 20, 1,100 by 20 and 1,200 by 20	0
77	40.11	Tyres, with steel mesh reinforcement, measuring 900 by 20, 1,100 by 20 and 1,200 by 20	0
92	49.11	Religious engravings	0
108	70.05	Athermic plate glass, 3·8 to 5·8 mm. thick for windows	0
120	73.21	Silos made of galvanized, undulated sheets and supporting structures, with a storage capacity of over 1,000 cubic metres of grain	0
131	76.16	Flexible aluminium strip or sheets, painted or not, for venetian blinds, 50 mm. wide and from 0·18 to 0·27 mm. thick	0
136	82.01	Axes	0
137	82.03	Toilet tweezers	0
139	82.13	Utensils and sets for manicure, pedicure and the like	0
143	84.06	Motors with gearbox attached for public transport vehicles	0
153	84.25	Maize binders	0
163	84.51	Typewriters	0
163	84.52	Adding and calculating machines	0
171	84.65	Forged or stamped pieces for the basic frame or casing of typewriter (non-electric) and electric calculating machines	0
174	85.08	Sets of unassembled pieces and parts or semi-finished sets for making electric apparatus or appliances for sparking or starting internal combustion or explosion engines, generators and circuit breakers and makers for use in such engines	0
175	85.09	Sets of unassembled parts for making electric light signalling windscreen wipers, electric appliances and de-icers and de-misters for racing motor vehicles, motor bicycles and motor cars	0
196	90.26	Electric meters: single phase up to 50 amps	0
197	90.29	Equipment, machines, apparatus, filming cameras with sound pick-up, singly or in combination and accessories, parts, pieces and spares thereof, for making 35 mm. cine films	0
198	90.29	Pieces and parts of apparatus for reproducing documents by the electrostatic process	0
206	98.03	Wooden points for making fountain pens	0
		Spare parts for sphereographic or ball point pens and pencils, with paste ink tubes more than 3 mm. in diameter and/or semi-liquid erosable fluid and /or double tube and point	0
	98.04	Nib for fountain pens	0

VENEZUELA

Amendments to customs tariff

THE VENEZUELAN Ministry of Finance announced on October 2 that the description to tariff heading No. 891.01.03 had been amended to read:

'Apparatus for recording sound (including magnetophonic reproducers) on discs, tapes or wire, except those for office use or for cinematography.'

JAMAICA

Industrial Incentives Law, 1956: 'approved products'

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law, 1956:

(i) Metal pigments;
(ii) Motor cycles, motor scooters, mopeds and three-wheel scooter vans.

'Approved manufacturers' of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

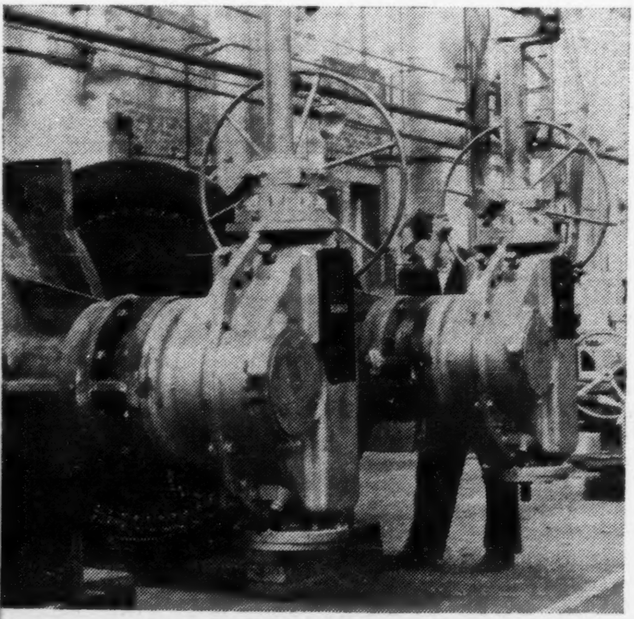
Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

HONDURAS

Exchange control

HM EMBASSY in Tegucigalpa report that, as a result of the dispute between Honduras and El Salvador, the Central Bank in Tegucigalpa has introduced exchange control measures, the principal effect of which is to prohibit the transfer of currency from Honduras to El Salvador.

A translation of the Central Bank's instruction may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).



Two of a batch of 29 butterfly valves under a final check at the Brighouse, Yorkshire, works of J. Blakeborough and Sons Limited before being shipped to Colombia. The valves, of 60 in. diameter bore, will be used on the Tibito to Cantarranna pipeline of the Bogota Water Authority. Blakeborough are manufacturing 35 smaller valves, of similar type, in sizes up to 36 in. bore, for the same project. The firm has obtained orders for fluid control valves worth a million pounds during the past 12 months.

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URUGUAY

Imports of vehicle tyres

URUGUAYAN DECREE of September 6, 1969, which amends Decree 524/964 of December 29, 1964, states that tyres, inner tubes and protectors imported with the following vehicles:

> Bicycles, tricycles, cars, station wagons, trucks, motorcycles, scooters, buses, trailers, semi-trailers, tractors, unspecified vehicles and agricultural and road-making machinery, whether imported assembled, CKD or in kit form, or if only the chassis is imported

are subject to a prior deposit of 200 per cent when the tyres, tubes or protectors are of foreign origin. The deposit is a percentage of the c.i.f. value, or of the average c.i.f. value laid down for the vehicle.

The deposit does not apply to unit construction buses (without chassis) which are imported with only four tyres, tubes or protectors.

Importers may be exempted from paying the prior deposit if they produce a certificate issued by a Uruguayan manufacturer stating that equivalent types cannot be supplied from domestic sources within 90 days. These certificates are valid for 30 days and must be presented at the time of import registration.

It is obligatory on local manufacturers to issue such a certificate through the Chamber of Industries within 10 days of the importer's application. The importer must show, in his purchase application, the type or types of vehicles for which the tyres are intended and the options offered by the vehicle manufacturer.

Certificates are not required for tyres and tubes which are shown as free of surcharge in the Import List.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: **Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).**

EAST & WEST RIDINGS: **Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).**

NORTH MIDLAND: **Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).**

EASTERN: **Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).**

LONDON & SOUTH EASTERN: **Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).**

SOUTHERN: **Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).**

SOUTH WESTERN: **Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).**

MIDLAND: **Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).**

NORTH WESTERN: **Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).**

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House **Edinburgh, 1 (031-556 8501).** ***District Office:*** **314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).**

ULSTER OFFICE: **Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).**

WELSH OFFICE: **Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).**

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GUYANA

The Consumption Tax (Petroleum) Order, 1969

GUYANA'S Consumption Tax (Petroleum) Order, 1969, issued under the Consumption Tax Act, 1969, provides for the imposition of consumption taxes at various rates on certain petroleum products imported into Guyana.

Details of the taxes and items involved may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 471/2/3) to whom all other inquiries about the above notice should be addressed.

UNITED STATES

Transportation of hazardous materials by pipeline

AMENDED SAFETY REGULATIONS have recently been published in the United States for the design, construction, operation and maintenance of pipelines carrying hazardous materials and petroleum products in liquid form. The *Board of Trade Journal* of August 16, 1968 announced the original proposals and invited comments from interested persons.

Details of the new regulations, which take into account all the comments made, can be obtained from the Commercial Relations and Exports Department, Board of Trade, Room 423, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference 'CRE/13217/G: FR 4.10.69'.

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Prices in brackets include postage.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 11 720394-7.

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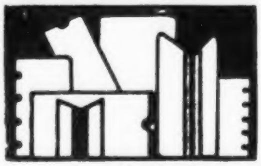

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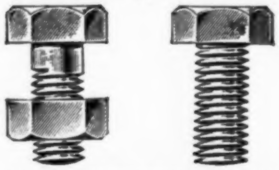

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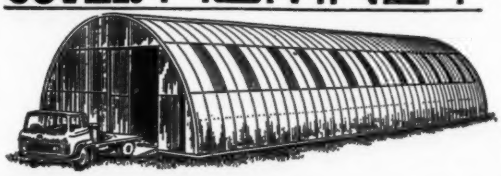

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